

THE NATIONAL Provisioner

Volume 100—Number 11

THE MAGAZINE OF THE
Meat Packing and Allied Industries

March 18, 1939

FOR APRIL, IT'S

Skinless

(TRADE MARK)

AND BONELESS SMOKED
HAM... VISKING PACKED!

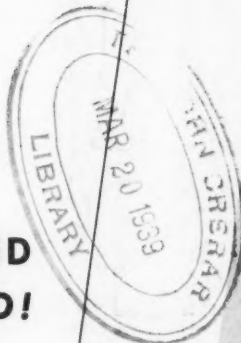
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733 WEST 65TH STREET
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THE SATURDAY EVENING POST
APRIL 15, 1939



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THE NATIONAL PROVISIONER

THE MAGAZINE OF THE MEAT PACKING AND ALLIED INDUSTRIES



MEMBER



Audit Bureau of Circulations
Associated Business Papers

Official Organ Institute of American Meat Packers.

Published weekly at 407 So. Dearborn St., Chicago, Ill., by The National Provisioner, Inc.

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Yearly Subscription: U. S., \$3.00; Canada, \$4.00; foreign countries, \$5.00. Single copies, 25 cents.

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Daily Market Service

(Mail and Wire)

"THE NATIONAL PROVISIONER DAILY MARKET SERVICE" reports daily market transactions and prices on provisions, lard, tallow and greases, sausage materials, hides, cottonseed oil, Chicago hog markets, etc.

For information on rates and service address The National Provisioner Daily Market Service, 407 S. Dearborn St., Chicago.

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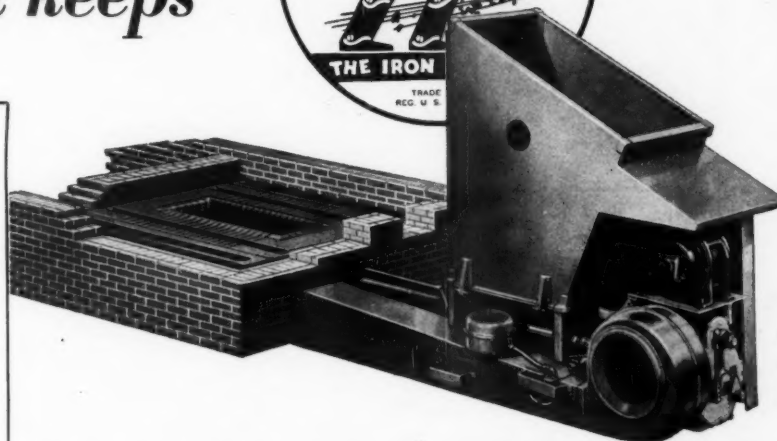
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The National Provisioner—March 18, 1939

IRON FIREMAN

*is known by the
company it keeps*



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few prominent users of
IRON FIREMAN
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NOT only Big Business, but thousands of successful smaller concerns have installed Iron Fireman. When shrewd plant managers choose Iron Fireman you *know* it's the biggest value.

Two main advantages have made Iron Fireman the largest selling automatic coal stoker:

Economy. Figures prove that Iron Fireman provides more power—or heat—for less money than any other kind of firing. An operating cost check of 155 installations, in Cleveland, Milwaukee and Toronto, revealed an average annual fuel saving of 49%. Fuels formerly used were oil, gas, hand-fired coal, central steam.

Dependability. Iron Fireman automatically delivers steady, even heat or boiler pressure day in and day out. It increases boiler efficiency, lowers labor costs and eliminates smoke nuisance. Its unequalled mechanical precision and dependability

are the result of 15 years of constant research and improvement.

Iron Fireman makes hopper and bin-feed models for boilers of all sizes. These stokers are built tough and rugged in order to withstand the punishment of years of heavy-duty service. They're installed by men who are factory trained in correct installation procedure. And they're sold on a convenient payment plan that enables the stoker to help pay for itself out of the savings and betterments it effects in firing operations.

Learn what an Iron Fireman stoker can do for you. We will cooperate with your own plant or consulting engineers to obtain the facts as to what boiler room modernization might do for you. Call your Iron Fireman dealer—or send for catalog. The coupon is for your convenience. Iron Fireman Manufacturing Co., Portland, Ore.; Cleveland, Ohio; Toronto, Can. Dealers everywhere.

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☐ Please make boiler room survey. ☐ Send catalog on Iron Fireman "Poweram" stokers.

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Boiler Size and Type _____

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my good man,
is a ring gear
thrust plate?"*

IT'S NO WONDER the duchess doesn't understand. She doesn't drive a truck. But when we mention a ring gear thrust plate to you, we're talking a truck man's language. You recognize it as evidence of the care and study behind Ford rear axle design. And there's a lot more evidence of quality building in every Ford Truck—such features as the V-8 engine, straddle-mounted pinion, needle roller bearing universals, and a score of others. They all add up to quality—and that's the basis of Ford dependability, economy and long life.



CHECK YOUR TRUCK AGAINST THESE QUALITY FORD FEATURES!



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SEMI-CENTRIFUGAL CLUTCHES—Non-tiring pedal action. Centrifugal force provides tremendous power-transmitting capacity. Up-keep costs kept at a minimum.

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RUGGED REAR AXLES—All driving pinions are straddle-mounted to maintain gear-tooth alignment. All truck axles are full-floating, with weight carried on axle housing—none on axle shafts. These features increase dependability and long service, reduce up-keep expense.

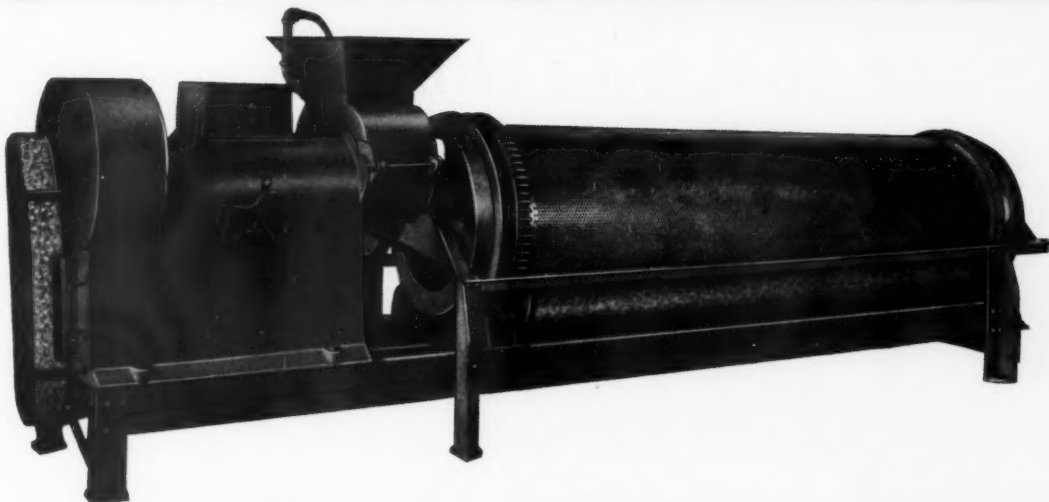
BIG POWERFUL HYDRAULIC BRAKES—Equalized braking action for straight stops. Big brake-drum diameters and large lining areas for long brake life and low-cost maintenance.

• In every detail, the quality of all Ford bodies matches the high quality of Ford chassis. Their exceptional durability means long service with low up-keep cost.

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Ford Motor Company, Builders of Ford V-8 and Mercury Cars, Ford Trucks, Commercial Cars, Station Wagons and Transit Buses

"BOSS" GRANTED ANOTHER PATENT



The granting of the patent on the new "BOSS" Jumbo Hasher and Washer Combination, marks another step forward in the progress of improved equipment for rendering plants.

The accompanying item is taken from a local newspaper which makes it a point to list the patents issued every week. The manner in which this machine is written up, is clearly a case of "ignorance is bliss."

While the Unit is decidedly not a machine for the purpose indicated, it accomplishes astonishing results in handling pecks, fats, viscera and other inedible products (except bones). The hasher cuts them into uniform pieces and the washer cleanses them thoroly of all foreign and objectionable matter.

an excellent anti modern-looking
time cards.
Cincinnati Butchers' Supply Com-
pany, 1927 Central Avenue, as-
signee of Oscar C. Schmidt, Vice
President, received Patent 2147582
for an improved hashing machine.
Pending since March, 1937, the pat-
ent issued with eight allowed
claims covering the details of this
device which accepts hunks of meat
at one end and puts out tastily pre-
pared hash at the other end.
Edwin S. Warsheim, President

This reducing of the material to pieces of uniform size assures a more even and complete rendering of all materials and the washing improves the quality of the finished product, bringing larger returns.

**You can rely on the "BOSS" for
Best Of Satisfactory Service**

The Cincinnati Butchers' Supply Corporation

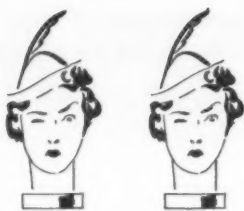
824 Exchange Ave., U. S. Yards,
Chicago, Illinois

*Mfr. "BOSS" Machines for Killing,
Sausage Making, Rendering*

GENERAL OFFICE: 2145 Central Parkway, Cincinnati, Ohio

FACTORY
1972-2008 Central Ave.
Cincinnati, Ohio





THEY WON'T BELIEVE IT'S A QUALITY PRODUCT IF THE TRANSPARENT WRAP SAYS "CHEAP"

Meats with uninviting transparent wraps are the Cinderellas of the butcher's counter... and their fairy god-mother never comes!

For a transparent package that *stays* inviting—use Lumarith-Protectoid. It holds its sparkle. It holds its shape. It does not shrink or wrinkle. It permits meats to breathe. It does not absorb moisture. It shows less fogging under refrigeration and changing temperatures. It protects against mold, germs,

and infestation. It is absolutely grease-proof...never becomes limp and soggy in contact with greasy surfaces. It has a perfect printing surface. It is approved by the B.A.I.

Your inquiry will receive prompt and sincere attention from our packaging experts. Write Packaging Division, Celluloid Corporation, 10 E. 40th Street, New York City. Established 1872. Sole Producer of Celluloid and Lumarith. (Trademarks Reg. U. S. Pat. Off.)

Use **LUMARITH
PROTECTOID**

REG. U.S. PAT. OFF.

and say "Quality" at the counter



HE WILL WORK FOR YOU ALL YEAR 'ROUND



IF YOUR HAMS ARE

Pre-Seasoned
WITH THE

NEVERFAIL

3 day
HAM
CURE

Call us in as
"Seasoning
Specialists to the
Packing Trade"

Years of experience . . . a policy of using only the choicest natural spices . . . unsurpassed laboratory and experimental facilities . . . a reputation for absolute integrity — these are our qualifications as "seasoning specialists." Let us consult with you on a seasoning formula to improve the sale of all your meat specialties.

Those customers who buy your hams for their Easter dinners . . . will they continue to ask for your brand all the rest of the year? They will—if you give them something to remember you by . . . if you give your hams the added appeal of NEVERFAIL Pre-Seasoned flavor.

It's different! Distinctive! It imparts to the meat a delicious, taste-tempting, aromatic fragrance which no other process can duplicate. No amount of cooking skill can match it because cooking seasons only the outside. With the NEVERFAIL 3-Day Ham Cure the flavor goes in with the cure . . . permeates every morsel and fibre of the meat.

As it flavors so it cures. Every mouthful is uniformly mild, tender, juicy yet firm. Every slice catches the eye with its even pink color.

Users of the NEVERFAIL 3-Day Ham Cure report that average sales now exceed their former peak sales. There is still time to prepare your Easter stock with the NEVERFAIL 3-Day Ham Cure. Write or wire for a demonstration in your own plant. No obligation.

WE LEAD others must follow!

H. J. MAYER & SONS CO.

6819-27 S. Ashland Ave., Chicago, Illinois

Canadian Sales Office: 159 Bay St., Toronto . . . Canadian Plant: Windsor, Ontario



When Mrs. Housewife
Demands Your Brand of
Sausage...She's Buying
Appearance and Flavor!

AND one definite way you can help to guarantee that popular appearance and flavor is to use Armour's Natural Casings. The reasons are simple.

First, natural casings have the ability to let your sausages get the full benefit of the smoking process. Their porous texture permits great smoke penetration. And you know that means everything to sausage flavor.

Second, natural casings are of a flexible nature that makes them cling tightly to the well-stuffed sausage, giving it a well-filled ap-

pearance . . . Eye-appeal that means sales.

And, finally, when you specify Armour's Natural Casings, you *know* you're going to get these advantages; because Armour's careful grading, standardization and excellence of finished product mean complete satisfaction for you . . . and your customers.

Add to that the advantage of truly prompt service, and you can see why we say, "Give your next casing order to your local Armour Branch House...it's the logical move for smart buyers."

ARMOUR'S NATURAL CASINGS

ARMOUR AND COMPANY • CHICAGO

THE NATIONAL PROVISIONER

MARCH 18, 1939

*The Magazine of the Meat
Packing and Allied Industries*

New Ideas—

For Cutting Costs

Improving Quality

Increasing Sales

•

NEW ideas for cutting costs, improving quality of products, speeding up processing and manufacturing operations and increasing merchandising efficiency are constantly being developed in meat packing and sausage manufacturing plants throughout the country. Some of these have wide potential application and sooner or later are adopted quite generally. Others can be applied effectively only under particular conditions.

Regardless of the nature of these ideas and innovations, however, all of them are of considerable interest to packers and sausage manufacturers, not only for possible application in their own businesses, but as indicators of production and merchandising trends.

Following is information on a number of interesting kinks or innovations which packers have worked out and which have been applied in their plants or merchandising. The fact that they are being used suggests that other packers and sausage manufacturers may also apply them to cut costs, increase revenue or effect operating and processing improvements. These are only a few

SAUSAGE BOWL TYPES

Bowls with printed transparent cellulose covers are popular containers for sausage meat. Use of bowls in various colors keeps consumers buying (see next page).

of many which have come to the attention of THE NATIONAL PROVISIONER recently. Information on others will be given in later issues of this magazine.

Skinning Jowls

An Eastern meat packing plant has been able to make a considerable reduction in the cost of skinning jowls by using equipment available in practically every packinghouse. The jowls are first put through the belly roller to flatten them and remove wrinkles and creases in the skin. During this operation, the extra thick cuts, which require more than usual effort to start them under the roller, are placed to one side and handled last.

After passing through the belly roller, the jowls are taken to the fat back skinning machine, where the skin is removed. The usual procedure taken with fat backs is followed during the operation. The fat back skinning machine will not remove all of the skin from all jowls, but that which remains can be removed easily and quickly, using a hand knife for the purpose.

In addition to saving time and labor cost by handling jowls in this manner, the packer reports that the work is done more satisfactorily, the jowls are in



better condition and the finished cured and smoked product has a more pleasing appearance.

Clean Smoked Hams

Probably every meat packer who smokes ham in a multi-story smokehouse has wished for some arrangement whereby soot, dirt and grease from upper floors could be prevented from dropping on product below and discoloring it.

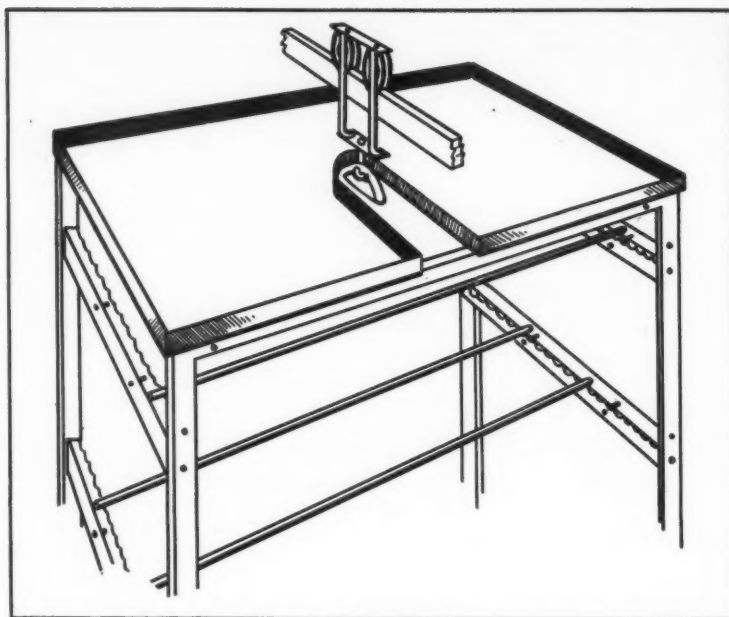
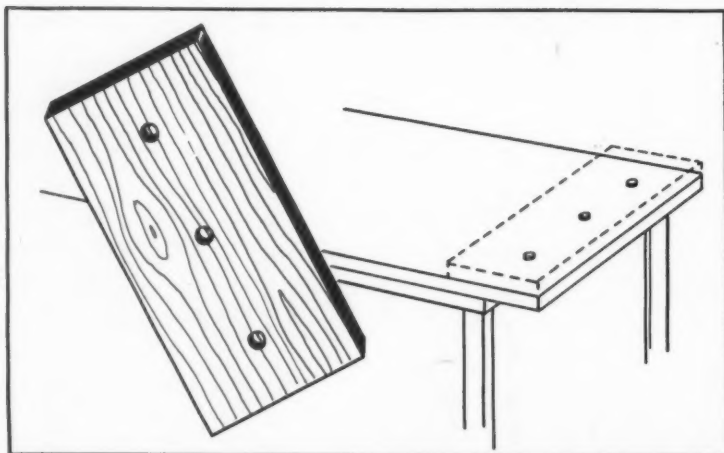
This problem has been solved in the plant of Hammond Standish & Co., Detroit, Mich., by use of a metal shield or cover which slips over the cage and catches dirt and drip which falls through the grating. This cover, which is fabricated from 20-gauge black iron with a $\frac{3}{4}$ -in. flange all around, is shown in an accompanying sketch. The shield is simple in design, easy to make, relatively inexpensive, easy to clean and effective in use.

The first thought of a packer considering the use of such a shield over each cage in a smokehouse might be that the heat and smoke would be deflected or effectively baffled so that uniform smoking results could not be secured. No such trouble has been experienced in the Detroit plant where shields of this type protect all cages of product smoked on lower floors. Such slight changes in smokehouse operation as have been made necessary by use of these protecting shields present no difficulties.

While all cages used in meat packing and sausage manufacturing plants are not of the type shown in the sketch, it is probable that the shield design used in this instance can be modified to fit other types of cages as well as floor trucks. While this shield has been very efficient in keeping product clean during smoking, it has also materially reduced the cost of handling hams and preparing them for sale after they come out of the smokehouse.

Cutting Boards

It may sometimes be desired to transfer a metal table, not designed for cutting operations, to the cutting room,



PROTECTION FOR MEATS DURING SMOKING

Shield over cage catches dirt, soot and grease falling through grating from smokehouses on upper floors. It is made from 20-gauge black iron with a $\frac{3}{4}$ -in. flange all around; easy to make and effective in use.

trimming room or some other location where trimming or cutting is performed. In such cases, provision must be made for holding maple cutting boards securely in place on the table.

A Michigan packer equips the table with round lugs in the manner shown in an accompanying sketch. These lugs, $\frac{3}{8}$ in. in diameter and $\frac{1}{2}$ in. high, are welded to the table top. Cutting boards are then drilled to fit over the lugs.

The advantages of this method of holding cutting boards securely in place, this packer says, are that the alteration of the table can be accomplished quickly and cheaply. The cutting boards can be easily removed for cleaning both table and boards. Cleaning can be done quickly and conveniently since there are

no seams or corners difficult to reach for cleaning and sterilizing.

Sausage Meat in Bowls

Sausage meat in bowls is a popular product in many localities, with sales of this package holding up surprisingly well, in spite of the fact that the number of such dishes the housewife can use conveniently is limited. The secret of these sustained sales, one meat merchandiser points out, can be credited to the rather large number of colors in which these bowls are available and the desire of many housewives to collect a set of them.

This sales manager suggests, therefore, that each packer adopting this type of sausage meat package start operations with bowls in a variety of colors rather than with just one color. Even though the housewife buys only one bowl at a time, he says, she will notice from any display of these packages that the dishes are available in other colors and will very probably decide to make future purchases of them.

These bowls are usually covered with a piece of printed transparent cellulose. No glue is required to hold this cover in place, as material is made to adhere tightly to the bowl merely by wetting it and pressing firmly in place. The wet

(Continued on page 50.)

HOLD CUTTING BOARD

Lugs, $\frac{3}{8}$ in. in diameter and $\frac{1}{2}$ in. high, have been welded in place and cutting board has been drilled to fit over them. Board is easily removed and both board and table can be cleaned quickly.

FEEDWATER TEMPERATURES

Their Important Bearing On Meat Plant Steam And Power Costs

THE more heat put into the boiler with the feedwater, the less will be the cost required to produce steam. In other words, the higher the temperature of the feedwater the less coal will be required to convert the water into steam.

It is the purpose of the feedwater heater to transfer heat units from exhaust steam, frequently at 5 to 10 lbs. pressure, to the feedwater, which carries them into the boiler. The more efficient this device is—that is, the higher the temperature to which the feedwater is raised—the lower the fuel bill will be.

That the feedwater heater is a means of reducing the cost of generating steam is generally known by packers. However, there is an evident lack of appreciation among many of the possibilities of the feedwater heater. Closed heaters should increase the temperature of the feedwater to approximately that of the exhaust steam. Failure to reach that temperature means a considerable loss.

Losses Caused by Oversight

In its survey of packinghouse boiler rooms THE NATIONAL PROVISIONER STEAM AND POWER SAVING SERVICE found few instances where information was available on temperature at which boiler feedwater enters and leaves feedwater heater. It is impossible to know whether or not the feedwater heater was functioning as it should in these cases. Also there was found to be considerable indifference on the part of those who should be most interested in reducing costs—the packers themselves—as to what feedwater temperatures were and what they should be.

This indifference, in the majority of cases, is due to the fact that packers do not have as much information as they should regarding the influence of feedwater temperatures on steam costs and of the losses that are experienced when, because of lack of a proper type of heater or failure to keep the equipment in proper working condition, the feedwater enters the boiler at a temperature considerably lower than should be maintained.

THE NATIONAL PROVISIONER STEAM AND POWER SAVING SERVICE took feedwater temperatures in many plants where this information never had been available previously. In few cases was the temperature as high as it should have been. In most instances, for one

APPROXIMATE ANNUAL FUEL SAVINGS BY INCREASING BOILER FEEDWATER TEMPERATURES

Evaporation, Lbs. Water Per Hour.	Temperature Rise Degs. F.					
	20	40	60	80	100	120
20,000	\$ 468	\$ 936	\$1,404	\$1,872	\$2,340	\$2,808
30,000	702	1,404	2,106	2,808	3,510	4,212
45,000	1,053	2,106	3,159	4,212	5,265	6,318
60,000	1,404	2,808	4,212	5,616	7,020	8,424
75,000	1,755	3,510	5,265	7,020	8,755	10,530
100,000	2,340	4,680	7,020	9,360	11,700	14,040

reason or another, it was 20 to 40 degs. F. lower than seems possible under the circumstances. The consequence of this low average boiler feedwater temperature will be apparent from a study of the accompanying table. Calculations are based on an evaporation of 8 lbs. of water per pound of coal burned, a coal cost of \$3.00 per ton and 300 days of operation.

Causes of Low Temperatures

Steam at 5 lbs. pressure has a temperature of approximately 228 degs. F.; at 10 lbs. pressure, a temperature of 240 degs. F. As mentioned previously, an efficient, well-maintained closed feedwater heater should heat feedwater to approximately the temperature of the steam. It is obvious, therefore, that when the water temperature reaches only 150 or 160 degs. F. something is fundamentally wrong.

In some cases it was found that not enough exhaust steam was available to bring the temperature of the feedwater to a high point. The cause, of course, was lack of proper planning when selecting the power plant equipment. Use of motors instead of steam engines to drive ammonia compressors when there exists in the plant a large demand for low pressure steam has cost many meat packers thousands of dollars each year.

It is hoped that after studying the accompanying table packers will be convinced of the advisability of investigating boiler feedwater conditions in their own plants. If large losses are indicated and there is a large waste of exhaust steam through the exhaust hood, then it is evident an improper type of heater is

being used, that the heater is too small to heat the quantity of water being pumped through it or that the heat transfer within the heater is not as high as it should be, due to dirty heating surfaces. The remedy is obvious in each case.

A Remedy for Losses

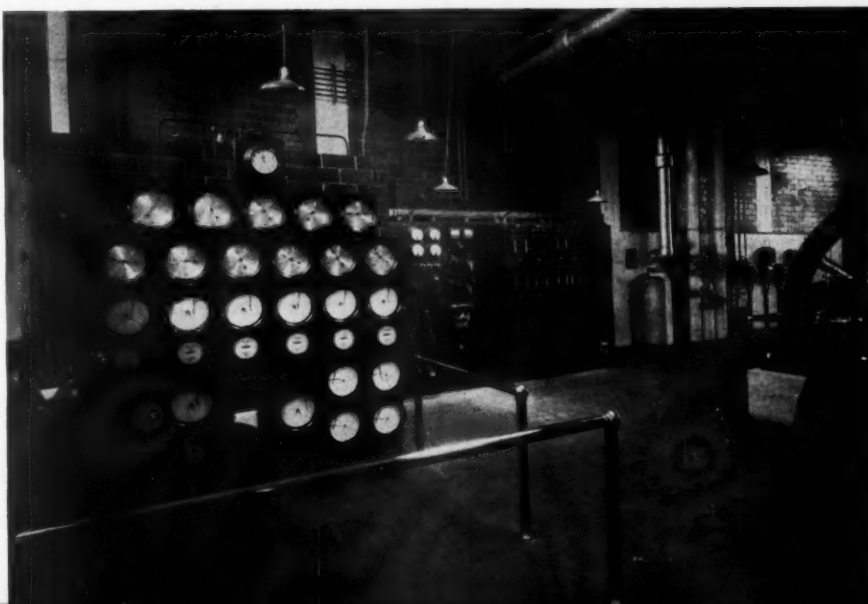
If there is no waste of exhaust steam there is less to worry about so far as water heating is concerned, because if the heat units in the exhaust steam are not being used to heat the boiler feedwater they are very probably being used in processing operations. However, the fact that no exhaust steam is being wasted is no positive indication that steam and power costs are as low as they should be. Perhaps there is little or no exhaust steam produced, because there are few steam-operated power generating machines in use. Insofar as losses in boiler and engine room are concerned, such a situation might be just as serious as waste of exhaust steam, or even more so.

A fundamental need in preventing

(Continued on page 51.)

ACCURATE RECORDS NECESSARY

Preventable waste and loss will occur in packinghouse power plants unless there are complete and accurate records to reveal conditions and guide operations. Included in the records should be the amount of water pumped into the boilers and the temperature of this water as it enters and leaves the feedwater heater. This is a view in the engine room of an Indiana plant where low steam and power costs prevail.



INTENSIVE MERCHANDISING CAMPAIGN ON LARD STARTED

OPENING gun in a nation-wide merchandising campaign to increase lard sales was fired by Wilson & Co. this week in the Chicago area. A full page advertisement of lard appeared in a leading morning newspaper and Thomas E. Wilson, chairman of the board of Wilson & Co., entertained newspaper men, magazine editors and representatives of the livestock industry and agriculture at luncheon on Monday and told them the story of lard.

This story covered not only the plans of Wilson & Co. to promote increased consumption of its lard, but also the need for all packers, hog producers, farm leaders and others in any way connected with the industry, to promote the use of this important product. Broader utilization of lard is essential, Mr. Wilson said, not only to encourage hog production but to develop a more profitable agriculture.

The luncheon was presided over by Edward Foss Wilson, president of Wilson & Co., and speakers in addition to Mr. Wilson included Harry J. Williams, vice president, and Gerald Thorne, of the Wilson organization, well known in agricultural circles.

Prompt Action Needed

"To place lard where it belongs in per capita consumption is going to require action," Mr. Wilson said. "There must be 'More Lard in Every Larder'. As proof that Wilson & Co. takes this seriously, you have seen in this morning's paper, a full page advertisement of Wilson's new Certified pure lard, which is the first move of a drive that I hope will extend to every packinghouse and every man in any way concerned with the production of hogs and lard in the United States.

"In 1939 our supply of hogs will be close to normal. And that means that we must find a market for the lard produced as well as for the meat products. Because we have allowed lard to get along without sufficient promotional help, the per capita consumption has slumped. Economic conditions, in addition, have resulted in an export market that is only one-third of normal.

"Lard sells today, as you may know, at approximately \$1.25 per hundred-weight below hog prices. Contrast this with the ten-year period 1924 to 1933 when lard sold at around \$2.00 per hundredweight above hog prices. Unless the market for lard is increased the incentive of the swine grower will be smothered, and all down the line, the farmer who grows corn and all those concerned with the production of hogs will be adversely affected.

"So the problem of increasing the consumption of lard affects not only those who process and market the lard itself, but that great and important group of

our population, the swine grower and farmer with whose prosperity the economic welfare of our country is so vitally concerned.

"To increase the use of pure, nutritious lard in every home should not be a difficult job if concerted effort is made to tell all the women of America the true facts about lard. These facts prove that lard is a fine, natural, all-purpose cooking fat. Laboratory tests, scientifically conducted, have proved beyond doubt the amazing health-giving qualities of pure lard. These tests have shown that lard is highly digestible, is a source of essential fatty acids and also that it serves as an effective preventa-

OPENED LARD CAMPAIGN

This full page advertisement featuring lard appeared in the Chicago Daily Tribune of March 13, 1939.

tive against certain types of disease."

Mr. Wilson stated that the company's salesmen are being given very intensive training in lard sales. They are shown that they have a uniform product and a product that can be merchandised, and they are expected to show results.

Those in attendance at the luncheon were each given a souvenir package containing two 1-lb. cartons of the company's Certified lard.

Telling the Housewife

The full page newspaper advertisement laid the foundation for the sale, not only of Wilson's Certified lard but for all good lard, in the following statement:

"Those of us who deal in lard know that it has always been the most natural and practical shortening. Unfortunately, many housewives have not had this same opportunity to know how widely lard is used. The truth is that those who make the preparation of tempting foods their profession—whose reputations and livelihood depend upon the superfine quality of their cooking and baking—almost invariably use lard. They will assure you

(Continued on page 33.)

NOW! A New, MODERNIZED LARD

Those of us who deal in lard know that it has always been the most natural and practical shortening. Unfortunately, many housewives have not had this same opportunity to know how widely lard is used.

The truth is that those who make the preparation of tempting foods their profession—whose reputations and livelihood depend upon the superfine quality of their cooking and baking—almost invariably use lard.

They will assure you that nothing can impart such delicious tenderness and flavor, except golden butter itself.

It is therefore with great pleasure that I announce the perfection of a new Wilson's Certified Pure Lard for home use. I earnestly urge you to note the features of this new, modernized lard and to make a practical test of its superior qualities and its amazing economy in your own kitchen.

The wider use of Lard will also benefit not only the homes but the businesses of America's live stock producers, that important section of our population, upon whose prosperity the economic welfare of the nation is so dependent.

Thos. E. Wilson
Chairman of the Board
Wilson & Co.



George Rector
President, National Pork Producers Council

SAYS: "In my cooking and baking I use pure lard—where better is not indicated. Its use is the shortening most commonly used by those in whom cooking and baking is a profession—to the pork producer and his farmer."

A modernized, uniform product, high in shortening value, digestibility and nutriment

In this new, modernized Certified Pure LARD, Wilson & Co. offers you the ideal shortening—natural shortening brought up to date.

Reminded to be at the kitchen that have made pure lard the foremost shortening of professional cooks for years.

With Wilson's Certified Pure Lard, you get rich, heavy flavor—exactly only by better. You get richer, more tender pastries. You get creamer and fresher that an substitute for lard can duplicate.

No matter what your cooking and baking habits may now be, try this new, modernized lard—the shortening used by experts.

Compare in line our. Note the amazing improvement in the flavor of your cooking and baking.

Wilson's Certified Pure Lard comes in packages—porked common only. Never a bulk. If your dealer doesn't have Wilson's new, modernized Lard, write or phone us. We'll direct you to one who has.

Produced by the Western of Trade-Made Mark

The Wilson Label **WILSON & CO.** *protects your table*

11 IMPORTANT QUALITIES OF THIS New MODERNIZED WILSON'S Certified LARD

1. Its digestible as butter
2. Water-soluble without emulsifying
3. High nutritive value
4. Richly saturated
5. Great shortening value
6. Economical to use
7. Does not oxidize under heat
8. Free of cooking and baking odors
9. Laboratory examined
10. Wide range of plasticity and versatility
11. Imparts baking tenderness

Something New in Sausage →

MEAT dealers in and around Pittsburgh saw a new kind of sausage and listened to a new kind of merchandising story early in January.

"This," they were told by salesmen of Oswald & Hess company, "is a 'flat-hot.' It's a streamlined skinless wiener. Look it over."

The merchants looked. They asked questions. They read a colorful folder about "America's Favorite Meat in a New and Dainty Form." They asked and got assurance that flat-hots were up to the same high quality standards as other "Delicious" brand products of Oswald & Hess. They learned that the flat-hots story would soon be told in newspapers and on Oswald & Hess radio noontime newscast program.

Retailers were interested in this new type sausage and in offering it to their trade. Good consumer response resulted in rapidly increasing demand.

Meet Quick Acceptance

"And that put us on a spot," said George A. Hess, president and founder of Oswald & Hess. "Our production facilities on this new item are limited. Working the equipment in shifts, we're still holding back on our advertising plans because we can't fill the orders!"

"How do you explain the popularity of these flat-hots?" Mr. Hess was asked.

"The advantages are obvious," he replied. "The sausage fits nicely into a long wiener roll without rolling around. The grooves accommodate mustard or relish, eliminating sloppiness and spilling. A flat-hot cut in two fits a round bun; two of them, side-by-side, cover a slice of bread. Their convenience is apparent to everyone."

"The shape of this new type frank gives still another important advantage. It can be grilled in a frying pan. The flavor of Grade A sausage, heated this way, is much more delicious."

Not a Fad

When the flat-hot idea was first presented to Oswald & Hess in the early

(Continued on page 51.)

Consumers Like Oswald & Hess Flat-Hots



IN THE PICTURES

1.—Colorful illuminated billboard, strategically placed to command three main-traveled avenues in downtown Pittsburgh, tells public about flat-hots.

2.—Girls are shown stripping the smoked and cooked sausage before packing. Work is done in an air-conditioned room.

3.—Flat-hots on racks being transferred to smokehouse in Oswald & Hess plant. At left is A. Yedlicka, sausage maker for the company for 16 years.

4.—George A. Hess, president, Oswald & Hess Co., Pittsburgh, Pa., looks over the record being made by flat-hots. With Mr. Hess are vice president Carl H. Pieper (left) and treasurer Lawrence W. Woelfel.

SYSTEMATIC CONTROL OVER INVENTORY OF SUPPLIES

EXPENDITURES by the packer for thousands of different material and supply items used in the meat plant represent a considerable portion of his total costs; the physical amount of such materials bought, stored and used each year is also large.

These supplies include such bulk items as salt and sugar; such perishables as casings, and such specialized equipment as valves, thermometers and grinder plates. Many of these are in daily use in the packing plant and must be constantly replenished. Others, such as spare parts for equipment, may be needed only once in six months or a year. However, they must be on hand at all times, for the lack of them may result in the shutdown of a department or the whole plant. Moreover, it is not always possible to obtain some supplies on short notice.

Failure to use some system in ordering, receiving, storing, disbursing and accounting for supplies will soon result in chaos. Poor stores procedure may be almost as dangerous as none, since it may fail to give proper control over inventory, may lead to waste and may supply misinformation instead of facts.

Storeroom Management

While the physical handling of stores is important (storeroom arrangement, storage conditions, etc.), this article will deal primarily with the problems of control over inventory and disbursement of supplies and the coordination of storeroom management with plant operations.

Procedure described in this article is used in the plant of a large packer.

It applies there only to the package and supply department and does not cover materials and supplies used by the mechanical and transportation departments. Its basic elements might be used successfully in a small plant, however, and would give the plant's management close and immediate control over the purchase, inventory and

use of materials and, if desired, might be modified to cover all supplies used in the plant.

With this system it is possible:

What System Accomplishes

- 1.—To know at all times the exact inventory of any item under control.
- 2.—To know the periodic use of each item under control a short time after the period's close.
- 3.—To control stores of all items, almost automatically, at the most economical and efficient level.
- 4.—To plan purchasing so as to take the greatest advantage of any economies there may be in quantity or seasonal buying.
- 5.—To price materials used at the actual cost.
- 6.—To eliminate the complete periodic physical inventory (this may be retained for checking).

Under the system, the control of inventory is divorced from the storeroom and storekeeper and is set up as a separate sub-department. The general storekeeper is responsible for the physical stock and its handling. The inventory control clerks are responsible for the bookkeeping involved in accounting for that stock. These two functions are directly under the supervision of the package and supply department.

Outline of Stores Handling

The general storeroom in this plant is located on the second floor and is long and narrow in shape, forming a corridor down one side of the building.

Because of its length, it is adjacent to several departments and supplies for these are located for convenience in transfer to them.

Bulk supplies, such as salt, while under the supervision of the general storeroom, are situated elsewhere in the plant, as are casings which require refrigeration and wrappings which must be stored under controlled temperature and humidity conditions.

Most of the departments have their own small storerooms, supplied from the general storeroom, in which are kept from two days' to one week's supply of materials used regularly. A section of the general storeroom is given over to seasoning and curing materials which are distributed from here to the sausage, canning and curing departments in quantities convenient for their use. Amounts supplied, however, are kept low enough so that there will be no deterioration from over-long storage in the departments.

Forms Used By Packer

In controlling inventory, purchase, receipt and disbursement of supplies the following forms are used:

Stores ledger sheet, Purchase Requisition, Request for Requisition, Purchase Order, Receiving Record, Invoices, Storeroom Order, Storeroom Credit and Adjustment of Stores Inventory. Not all of these would be essential to the use of the system in a smaller plant.

The Balance of Stores Ledger sheet (Figure 1) is the key factor in the control of inventory under the system. The inventory of classified items (classified means those regularly carried in stock) is controlled with the aid of this sheet, one being kept for each item of stock. The sheets are arranged alphabetically in a visible record binder and are made out by the inventory control clerks and are kept in that department.

"Minimum" on the sheet indicates the quantity below which stocks should not

go without taking immediate steps toward restocking. "Amount to order" is the quantity of the item which should be requisitioned at one time. If stock on hand should fall materially below the minimum, the deficiency plus the amount to order is requisitioned. The minimum and amount to order are set by the head of the inventory con-

RATE OF DISTRIBUTION			MINIMUM		AMOUNT TO ORDER			PER		DATE		BALANCE		
MONTH	IS	IS	VARIANCE		ON ORDER		RECEIVED		ISSUED					
NOV.			DEBIT	CREDIT	DATE	REQ. NO.	QUANTITY	DATE	QUANTITY	UNIT COST	TOTAL COST	DATE	QUANTITY	QUANTITY
DEC.														
JAN.														
FEB.														
MAR.														
APR.														
MAY														
JUNE														
JULY														
AUG.														
SEP.														
OCT.														
TOTAL														
UNIT OF ISSUE														
UNIT OF PURCH.														
PURCHASE TIME														
SPECIAL INSTRUCTIONS														

FIGURE 1.—BALANCE OF STORES LEDGER SHEET

With a separate ledger sheet for each supply item used in the plant, the storeroom inventory may be closely controlled. At the bottom of the sheet (not shown) are spaces for the name of the item and its location in the storeroom.

trol department, being based on the "purchase time" supplied by the purchasing department and the past record of monthly "rate of distribution."

Replenishment Safeguards

The purchase time represents enough time for bargaining, purchasing and delivery of the article. The minimum, therefore, must be a quantity sufficient to last for a period equal to purchase time plus a safety factor. In general, the safety factor is considered to be about a week's supply; in the case of a product having a purchase time of three weeks, the minimum would be about four weeks' supply (plus any material on hand in department storerooms).

There are times when abnormal demand for an article must be met, such as during sales drives. The department concerned notifies the inventory control department in advance of its needs and the supplies are procured by special order. No attempt is made to maintain stocks large enough to take care of such unusual conditions since this would result in excessive inventories and would increase the possibility of loss through obsolescence.

The "unit of issue" on the ledger sheet is the unit in which supplies are given out to various departments. The "unit of purchase" is that by which the purchasing agent buys materials.

Other Information Shown

The "on order" column shows the date when the inventory control department requested the purchasing department to buy materials, its requisition number and the quantity ordered. Receipt of supplies is noted in the "received" column with the actual quantity and unit and total cost.

When the storeroom issues supplies to the various departments, the date and quantity disbursed are recorded in the "issued" column.

The "balance" column shows the balance of supplies on hand, deducting quantity issued from the previous balance or adding the quantity received to the previous balance. Whenever an entry is made on the ledger sheet, the control clerk checks the balance against the minimum to see whether or not it is time to reorder.

Controlled Distribution

The Storeroom Order (Figure 2) is made out by department foremen, assistants or representatives as an order on the general storeroom for a commodity. Stock men are not allowed to release supplies without having received this order; when the order has been filled and countersigned by the storekeeper, it is delivered to the inventory control department.

The inventory control clerk groups orders for the same commodity and posts them on the ledger sheets, decreasing the balance and checking the latter against the minimum. He prices the tickets (using actual price paid for materials issued) and they are extended

STOREROOM ORDER			
Date _____	CHARGE TO		
STOREKEEPER: Please issue material to Bearer (Only One Item Per Order)			
TO BE USED FOR (Show Name of Product):			
Foreman			
Foreman: Do not write below this line			
QUANTITY	UNIT	ACT. UNIT COST	TOTAL VALUE
Entered on Ledger Sheet		Issued _____	
		Storekeeper	

FIGURE 2.—ORDER FOR ISSUANCE OF SUPPLIES

Storekeepers are not allowed to issue supplies unless they receive such an order signed by a foreman. After orders are filled, the ticket goes to inventory control clerks.

by comptometer operators. At the end of the period the tickets are grouped by kinds of supplies and the total charge for each against the various departments is shown on a recapitulation sheet furnished to the accounting department.

Storeroom order tickets are also issued by the inventory control department to charge out the value of special or unclassified items which have been ordered for some specific department.

A Storeroom Credit form is used to cover the return of material to stock for credit. The storeroom cannot accept supplies unless they are in good condition. After returning material to stock, the stockman initials the ticket and sends it to the inventory control department for posting and pricing and then to the accounting department.

"Perpetual Inventory" Plan

A "perpetual inventory" plan is followed to find and eliminate discrepancies between the physical stock and book records. This calls for a count of about 25 or 30 storeroom items daily with the inventory control clerks selecting items to be checked and furnishing the general storekeeper with a list of these. The actual bin count for each item is entered on a sheet which is returned to the inventory control department. It is customary to make the daily counts during the last hour of the day when other activity has slowed down.

The inventory control clerk compares the quantities reported on the check list with those shown on the ledger sheets. If the quantities agree, he indicates this fact on the ledger sheet by

writing in red—INV, the date, and quantity—under the balance.

The variance column on the ledger sheet (Figure 1) is used in case the book and physical inventory do not agree. The unit price multiplied by the adjustment quantity is placed under debit or credit in this column. Under the balance is written in red—ADJ. INV, the date, and quantity. At the end of each period the total adjustment is computed and this figure is sent to the accounting department in a memorandum requesting that the stores inventory either be debited or credited for the amount of money involved.

Aids in Inventory Control

Although the entire storeroom inventory is verified periodically under this system, the accounting department may call for a routine physical inventory once or twice a year.

It is essential that the sales and production departments cooperate with the inventory control department by furnishing information which will be helpful in ordering materials to take care of contemplated production. Copies of all production orders and sales bulletins regarding drives, etc., are furnished the inventory control department so that special needs can be anticipated.

Storeroom workers also aid in inventory control by notifying the department of any abnormal orders for supplies and of stock shortages or accumulation. While this information should show up on the ledger sheets, it may be overlooked occasionally.

Equally systematic methods are used

by this packer in purchasing supplies and in handling and accounting for them after they are received.

Assuming that the ledger sheet shows that the stock of a certain commodity is at the minimum, the inventory control department prepares a purchase requisition which is approved by the plant superintendent and package and supply department and sent to the purchasing department. In most cases the material ordered will be for stock; sometimes an unclassified item is ordered for a specific department to which material will be delivered directly. Any material ordered, however, will be charged to the general storeroom. The requisition shows the amount of material on hand and on order and the quantity, unit and description of supplies wanted.

How Supplies Are Purchased

A Request for Requisition form is used by the department heads to request the inventory control department to place a purchase requisition for unclassified materials. The inventory control department then makes out a purchase requisition.

The purchasing department uses Purchase Orders in buying materials, furnishing duplicates to supplier and to voucher, inventory control and receiving departments.

When goods are delivered by the seller, a ticket is issued by the receiving department showing department to

which unclassified material is to be delivered (all the rest goes to general storeroom), the date received, and a general description of materials. Two copies are sent to the general storekeeper with the classified materials received and two copies go to the voucher department.

As soon as the general storekeeper gets the receiving ticket he has the new stock checked carefully and fills in the "report of receipts" space on the receiving ticket with a detailed description and accurate quantity of materials received. The original copy of the receiving ticket is then sent to the voucher department and the second to the inventory control department.

After the voucher department has checked the seller's invoice against its copy of the purchase order and the original copy (from general storekeeper) of the receiving ticket, these are forwarded to the inventory control department.

New Supplies on Books

The inventory control clerk then posts the quantity received and gross amount of invoice on the ledger sheet and obtains new balance and actual unit price for new lot received. The head of the inventory control department signs the invoice and returns all data to voucher department. Freight charges are picked up as part of the cost of the item if paid by the packer.

In a smaller plant most of the func-

tions of the inventory control department might be handled by the general storeroom. Under such a setup the storekeeper would hold all storeroom order tickets filled during the day and would sort and post them to the ledger on the next morning. He would follow the same schedule as was discussed earlier in checking minimums, requisitioning, etc.

Under such circumstances a periodic physical inventory would be desirable.

INTERSTATE TRADE BARRIERS

In an effort to halt erection of interstate trade barriers, said to add hundreds of millions of dollars annually to consumer food bills, the Council of State Governors has called a special meeting at Chicago on April 5, 6 and 7. Composed of state governors, commissioners and legislators, the council resolved in a general assembly at Washington in January that "interstate trade barriers, under whatever guise, are detrimental to the economic welfare of the country."

The approaching conference lends emphasis to a new report, "Barriers to Internal Trade in Farm Products," just issued by the Bureau of Agricultural Economics. Typical trade barriers cited in the report include discriminatory inspection fees, licenses and taxes, conflicting food grading, labeling and packaging laws, and a "bewildering maze" of quarantines, embargoes and other impositions. Margarine, dairy products, fruits, vegetables and other farm crops were among the foods studied in preparation of the report.

Many of the regulations, restrictions and taxes directed at the motor truck and the merchant-trucker, the report indicates, have created additional interstate trade barriers. Conflicting state policies with respect to vehicle licenses and taxes, permissible truck size and weight and required equipment and port-of-entry laws varying widely from state to state tend to place a heavy burden on interstate commerce. Such inequalities of legislation have led to so-called "border wars" between states and enmeshed interstate highway trucking in confusion and uncertainty costly to those using trucks for transportation of their products.

Scores of new bills whose effect would be to increase existing state trade barriers are said to be pending before many of the 42 state legislatures now in session.

MEAT INSPECTION CHANGES

Meat Inspection Granted.—Old Faithful Co., Astoria, Ore. R. C. Decker & Co., Inc., 336 E. 34th st., New York City.

Meat Inspection Withdrawn.—California Consolidated Canneries, Inc., 3953 Whiteside ave., Los Angeles, Calif. McKinley Meat & Poultry Corp., 21 9th ave., New York City.



Are Your Customers' Demands YOUR COMMANDS?

THEY SHOULD BE! The sausage market today is too speculative to take chances with *quality*. Your customers are keen enough to know what they want and how to shop around until they get it. You can't overlook their demands if you intend keeping them on your books . . . SO, don't let another week pass without getting the benefit of JOURDAN's exclusive method of finer sausage cooking. You'll be relieved to know that your sausage *can't be beat!* Get off a letter this afternoon to the

JOURDAN PROCESS COOKER CO.

814-32 WEST 20th STREET, CHICAGO, ILLINOIS
Western Office: 3223 San Leandro St., Oakland, Calif.

Manufactured under the following patents: No. 1,690,449 dated Nov. 6, 1928 and No. 1,921,231 dated Aug. 8, 1933. Other Patents Pending.

SWIFT INTERNATIONAL SHOWS GOOD PROFIT

VOLUME of sales of meats and packinghouse products by Swift International for the year ended December 31, 1938, was approximately in



HARRY McLERIE

line with recent years, in spite of unsettled political and economic conditions in Europe during 1938, the annual financial report of the company points out. Results for the year, which showed a net of \$7,560,086.89 in Argentine gold or 17,185,373.87 Argentine pesos, "were satisfactory," although exchange fluctuations were responsible for a substantial part of profits, it was stated.

President Harry McLerie, in his letter to shareholders on March 15, said that while this year's statement was shown both in Argentine gold dollars and in Argentine pesos, future financial statements will be presented in Argentine pesos only. Fixed legal ratio of the peso is 44c Argentine gold to one peso.

Total current assets of the company were valued at \$51,335,861.42 or 116,672,412.31 pesos and current liabilities at \$5,621,721.82 or 12,776,640.50 pesos. Ample provision was made for inventory price decline, for exchange and for general reserve. Uniform depreciation rates of 2½ per cent on buildings and 7½ per cent on machinery and equipment were adopted during the year for all plants except two located in Brazil.

New Facilities Added

"New facilities were added during 1938 so as to meet more satisfactorily the expanding requirements of the business," the president said. "These include a cottonseed oil mill and refinery at Campinas, in the state of Sao Paulo, Brazil; a produce plant and a fruit canning factory in Argentina. These plants are located in good productive districts, and we believe that they will give a good account of themselves," President McLerie said.

Operating companies and plants controlled by Compañía Swift Internacional through ownership of share capital are Compañía Swift de La Plata; Compañía Swift de Montevideo; Companhia Swift do Brazil; Swift Australian Company (Pty.), Limited; Swift New Zealand Company, Limited.

These companies have operating plants located at Puerto La Plata, Rosario, Rio Gallegos and San Julian, Argentina; Montevideo, Uruguay; Rio

Grande, Rosario and Campinas, Brazil; Townsville and Gladstone, Australia; and Wairoa, New Zealand.

The consolidated income and surplus account statement for the company, known officially as Compañía Swift Internacional, and subsidiary companies for the year ended December 31, 1938, shown in Argentine gold only, is as follows.

Income Account	
	Argentine Gold
Income from operations, after adjustment of exchange on current transactions, but before charging depreciation and interest.....	\$7,008,805.49
Provision for depreciation and for amortization of leasehold properties	1,606,484.88
Net gain from operations.....	\$5,397,320.61
Other income:	
Interest and dividends received; gain on sale of marketable securities; gain on conversion to Argentine currency of net current asset values of foreign subsidiary companies	2,823,155.74
	\$8,220,476.35
Other charges: Interest paid, income taxes	658,911.85
Net income for the year.....	\$7,561,564.50
Net income applicable to minority interest	1,477.61
Net income accrued to company.....	\$7,560,086.89

Earned Surplus Account	
Earned surplus at December 31, 1937.....	\$19,994,239.03
Net income for the year, as above....	7,560,086.89
Reversal of charges made in former years not required.....	136,351.74
	\$27,690,676.66
Deduct: Appropriations to Reserve for inventory price decline; exchange reserves; legal reserves 1938	2,225,333.27
	\$25,465,343.39
Deduct: Dividends paid in cash—year 1938—each dividend equal to 50c U. S. per share.....	5,262,000.00
Earned surplus at December 31, 1938.....	\$20,203,343.39

General meeting of shareholders of the company will be held in Buenos Aires on April 26, 1939.

Directors and Officers

Directors of the company are Charles H. Swift, Harry McLerie, J. O. Hanson, O. R. Kresse, H. H. Luning and W. McCurdy, all of Chicago; A. A. Burns, R. J. Gillies, Seldon T. James, Harry C. Pratt, G. A. Procter, and F. Six, all of Buenos Aires; and Guy C. Whitney, Montevideo. Officers are Charles H. Swift, honorary president (which corresponds to chairman of the board in U. S. companies); Harry McLerie, president; J. O. Hanson, O. R. Kresse, H. H. Luning, and F. Six, vice-presidents; and R. J. Gillies, secretary-treasurer.

PACKERS ARE MODERNIZING

Seeger Packing Co., Montgomery, Ala., has obtained a permit to erect a one-story beef cooling plant. Cost of the addition is estimated at \$5,000.

New cooler building will be erected immediately at meat packing plant of the Newmarket Co., 2535 E. Vernon ave., Los Angeles, Calif.

NEW SURPLUS FOOD DISTRIBUTION PLANS

DESIGNED for the dual purpose of placing increased supplies of food within reach of persons receiving direct or work relief and facilitating distribution of surplus agricultural products, a new coupon plan evolved by the U. S. Department of Agriculture will soon be placed in operation on an experimental basis in about six cities.

Announcement that the distribution plan would become effective was made on March 13 by Henry A. Wallace, Secretary of Agriculture, after a conference between officials of the federal government and a committee of the National Food and Grocery Conference. Mr. Wallace had previously presented the plan to committee members, outlining conditions which it was intended to relieve and explaining that the coupon system had been developed as the result of combined efforts by federal agencies and various food trade groups.

While no list of surplus food products has been announced, there has been no indication that lard or meat products would be included.

The plan will provide increased purchasing facilities to low-income families now eligible for relief, this new purchasing power to be applicable only on purchases of specified surplus agricultural products. Colored stamps, redeemable by the federal government, will be issued to persons certified for public assistance who will use them in food stores to purchase certain food products designated as surplus commodities.

No Prices or Margins Set

No effort will be made by the government to fix sales prices or margins for the surplus commodities. Increased volume of retail sales, however, is expected to bring about a reduction of margins. The FSCC will not participate in purchase or distribution of commodity surpluses, but will confine its operations to placing the coupons in the hands of eligible families and to designating certain commodities as surplus. Except in the experimental areas, surplus removal by the federal agency will continue unmodified. According to present plans, the "experimental" cities will be of varying size—from 50,000 population up—and will be in widely separated localities.

Stamps used for commodity purchases and later redeemed by the federal government will be blue. Three variations of the basic coupon plan will probably be tried out, their chief points of difference lying in the method of distributing them to eligible persons. One proposal calls for issuance of blue stamps only; the other two would make

(Continued on page 23.)

We can show you how to make

TENDER HAMS

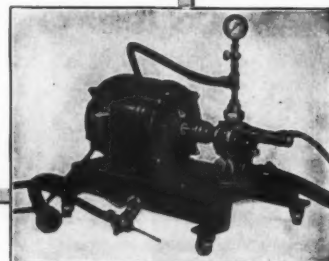
The **PRESCO PROCESS** for the manufacture of Tender "Ready To Eat" Hams and Callies is the result of our careful and painstaking research. Now, by using the **PRESCO PROCESS** with



**PRESCO
PICKLING SALT**

and the

**PRESCO
PICKLE PUMP**



You can benefit by our experience

We will be happy to instruct all users of **PRESCO PICKLING SALT** and **PRESCO PICKLE PUMPS** in the employment of the **PRESCO PROCESS**.

THE PRESERVATIVE MANUFACTURING CO., BROOKLYN, N. Y.



PROCESSING POINTERS *for the trade*

Tender Ham Pointers

I.

There are a number of points in the processing of quick-cured and tender hams which should be given attention if a uniform and high quality product is desired. This article is not a complete description of methods, since these differ from plant to plant, but, instead, is a collection of "pointers" on cutting, pumping temperature, pumping, curing and processing for tenderness.

Hams for quick cure and tender processing must be carefully selected. If they are to be artery-pumped, the artery must be pulled out and left long by cutting floor operators, and it must not be cut short when fat is trimmed around the aitch bone. In order to get the proper amount of pickle into the ham and to prevent it from running out too soon, the processor must not trim too closely and must cut the ham long enough toward the foot. Any losses here will be offset by quality and rapidity of cure.

Pumping

There are two methods of pumping for the quick cure: first, forcing the pickle under pressure into the main artery of the ham until the correct percentage has been injected; and second, inserting the pumping needle into the ham in about fifteen places to inject plenty of pickle throughout the ham, with special emphasis on the joints and heavy part of the cushion. The percentage of pickle added must be regulated under both methods.

TEMPERATURE.—The inside of the ham must be brought up to 38 to 40 degs. F. before pumping. If it is too cold, the pickle does not penetrate evenly because the blood vessels and tissues do not open up and under-cured spots may result. Of course, the pickle should be, as nearly as possible, at the same temperature as the ham.

In temperature-conditioning hams before pumping, one should not allow the surface to get too warm for too long a time, especially if hams are to be canned or if no corn sugar is used in the pickle. The number of bacteria in products that are to be only partially sterilized in canning must be kept as low as possible all along the line before the cans are closed.

PICKLE PERCENTAGE.—The saltiness, flavor and consistency of a ham depend as much upon the amount of pickle injected as upon the pickle formula. Therefore, each ham should be pumped to a definite percentage increase in weight (usually 10 per cent). Exact control of the percentage of pickle added has been made easy by

several automatic scales which are sold by dealers in curing specialties.

PRESSURE.—In the case of artery pumping, too much pressure is likely to rupture blood vessels and make it impossible to inject the pickle uniformly or in sufficient volume throughout the ham. Thirty pounds pressure is usually considered to be the best practice. Rupture of blood vessels due to ill treatment of hogs before slaughter may be another cause of poor pickle distribution. The technique of using the needle in either kind of pumping is also important.

The Pumping Pickle

Sodium nitrite is the basis of quick color fixation, but it is also necessary to use a small amount of nitrate of soda in the pickle in order to prevent certain bacteria from developing especially in canned hams. Corn sugar is preferable to cane sugar for curing, unless the product is customarily fried by the consumer. Too much corn sugar in fried ham or bacon causes over-browning. In curing product to be fried, about 90 per cent of cane or beet sugar may be used. In the old long cure process the cane sugar was partly converted to a sugar

similar to corn sugar but the time of the short cure is not long enough for this to take place and safeguard the color stability of the product.

The amount of salt used in the pump pickle varies with the time of cure; pickles with salometers of from 70 to over 90 are being used. The thing to bear in mind is that the meat should retain the minimum amount of salt necessary to preserve the ham after its particular degree of cooking.

When prepared curing mixtures are used, the detailed directions given by the manufacturer of the cure specify the amount of salt to be used. Otherwise, experimentation with the help of an experienced chemist is advisable. Tenderness and mildness can be controlled by some form of heat treatment and by salt control, respectively.

Editor's Note.—More "pointers" on production of quick cure and tender hams will appear in an early issue of THE NATIONAL PROVISIONER.

ORIGIN OF WORD "HAM"

Origin of the word "ham" is sought by a Midwestern processor, who writes:

Editor THE NATIONAL PROVISIONER:

Can you assist me in tracing the origin of the word "ham?" I have tried to round up some information on this, but lack the necessary reference facilities.

Reference to a number of sources casts some light on this packer's question, according to the Institute of American Meat Packers. The word "ham," "hamm," "hamme," "homme," dates back at least to the year 1000, being found in one or more of these forms in the Anglo-Saxon, Dutch and German languages. Also, the French have the word "jambons," and "gamba" is said to mean "leg" in both the Spanish and the Italian. In the year 1000, however, the word referred to the inside, or rather the under side, of the knee. By 1552, or earlier, it had come to be used also to denote the thigh, and as early as 1650 it was employed with reference to the leg of an animal in the food sense.

Still farther back there was a Latin word "camur," meaning crooked. The Greek words "kneme" and "kamara" are said to have meant leg and arch, respectively.

SAUSAGE MEAT CURING

Sausage meat curing methods are fully explained in "Sausage and Meat Specialties," THE NATIONAL PROVISIONER's new book. Write for information.

READING A SALOMETER

Reading the salometer is the most important part of the brine making operation. Improper care and handling of this instrument results in inaccurate readings and variations in strength of brine produced.

Some factors causing incorrect readings include using improvised containers of wrong thickness and shape; taking readings before salometer has come to rest, and permitting instrument to rub against side of container instead of floating freely in the solution.

"Reading a Salometer," reprinted from THE NATIONAL PROVISIONER, shows how to avoid these and other salometer troubles, how to test salometer for accuracy and what rules should be observed to insure dependable readings.

To secure copies of this reprint, fill out and mail the following coupon, enclosing 10c in stamps:

THE NATIONAL PROVISIONER:
Old Colony Bldg., Chicago, Ill.

Please send me reprint on "Reading a Salometer."

Name

Street

City State

(Enclosed find 10c in stamps.)

Modern Food Storage Demands **CORK**



Above—MEAT IS SAFELY STORED in this first floor cooler of John Gehm, Elk Street Market Terminal, Buffalo, N. Y. The insulation here consists of two layers of 4" Armstrong's Corkboard on the walls, 3" on the floor, 2" on the ceiling. Finish is cement plaster.

Below—LOW TEMPERATURES are safely held for John Gehm in this basement cooler, by the same dependable insulation.



Armstrong's Corkboard Insulation is dependable through years of low temperature service

FOR many years cork has been accepted as standard insulation for low temperature work. It is efficient, dependable, and long-lasting.

That's why so many modern food storages rely on Armstrong's Corkboard to hold low temperatures safely and economically. Refrigeration experts know they can depend on this efficient insulation for accurate temperature control which helps to maintain food quality and flavor.

Armstrong's Corkboard is made of pure cork granules, each of which

contains thousands of tiny, still-air cells. These air cells give cork a low coefficient of thermal conductivity. They also resist the moisture which is always encountered in working with low temperatures. As a result, cork keeps its efficiency.

Long Service Record

You'll find that Armstrong's Corkboard is strong—easy to handle and install. It is fire-resistant. And it lasts for many years of hard service. In many cases installations made

twenty, twenty-five, and even thirty years ago are still in service today and providing efficient insulation under a variety of conditions.

Call on the Armstrong Contract Service to help you plan and install low temperature insulation. Experienced engineers and skilled workmen can assure you of a fine installation by proper methods. Write today for complete information to Armstrong Cork Company, Building Materials Division, 952 Concord Street, Lancaster, Pa.



Armstrong's **CORKBOARD INSULATION**

MEAT POSTER CONTESTS

College, art school and high school students in all sections of the country are now enrolling in two 1939 meat poster contests conducted to stimulate the teaching of the important subject of meat in educational institutions, according to the National Live Stock and Meat Board, sponsor of these projects.

Although the announcements of these two contests were received by teachers only recently, the Board reports that, to date, entries have been received from students in 47 states and the District of Columbia. These entries have come from high schools in cities large and small, as well as from leading universities and from nationally known art schools. One contest is exclusively for high school students. A national champion will be chosen and nineteen other national winners, as well as state winners, will be announced.

The other contest is open to college, university and art school students. The ten highest scoring contestants will be selected, including a national champion. To encourage the cooperation of teachers, the Board will award a trophy to the high school and to the college, university or art school whose students submit the largest number of high quality posters.

All posters entered in both of these competitive events must feature the food value of meat. Among the subjects suggested are: "Meat as a source of protein," "the value of meat in supplying essential minerals," "meat as a source of vitamins," "value of meat for flavor," "importance of meat in the diet of the child," etc. Contests will be judged by a committee of prominent poster artists. Winners will be selected on the basis of theme, originality, effectiveness, artistic presentation, and slogans. The closing date is April 15.

Coupon Food Plan

(Continued from page 19.)

issuance of blue stamps conditional upon acquisition of orange stamps, the latter to be bought for cash or distributed, dollar-for-dollar, in lieu of a portion of the recipient's relief wages or payments. Participation by eligible persons will be on a voluntary basis.

Issuance of the orange stamps would be a precautionary measure intended to insure that families receiving blue stamps did not use them merely to replace, rather than augment, customary food purchases. Orange stamps would be applicable to purchase of any food, whether surplus or not.

An official list of surplus commodities, to be amended from time to time, will be issued by the Secretary of Agriculture for use in connection with the coupon plan. Regulations for using the stamps will be designed to fit in as smoothly as possible with customary retail operations in the food trade, and to prevent misuse of the stamps. Gov-

ernment accounts will be set up for redemption of the stamps, and it is hoped that banks and postoffices may be utilized as redemption agencies. Full support of the United States Public Health Service, an agency of the Treasury Department, has been pledged to the new plan.

WAGE-HOUR DEVELOPMENTS

A bill providing for exemption of clerical employees and other office workers from minimum wage and maximum hours provisions of the fair labor standards act has been introduced in Congress by Representative Thomas of Texas. The proposed amendment would exempt "clerical employees, such as bookkeepers, auditors, statisticians, and all other office help, or writers and reporters, all of whom are employed on an annual salary of \$1,200 or more, with paid annual vacations, with no deductions in pay for reasonable sick leave."

The wages and hours administration has filed an injunction suit in federal court at New Orleans against a tobacco company there, charging that some workers were paid less than the 25-cent minimum and that adequate records were not kept. The administration asked an injunction against these practices.

SUMMER FREIGHT RATES

Re-establishment of special summer rates on rail and water shipments of packinghouse products from Middle-western points through Atlantic Coast ports destined to Europe will be asked of the Interstate Commerce Commission, it was decided at a meeting of railway officials held on March 9, the Institute of American Meat Packers reports.

The Trans-Atlantic Associated Freight Conference has notified railroads that the steamship lines are favorable to re-establishing summer rates for 1939 on the same basis as in summer of 1938. The railroads will ask for re-establishment of the special rate schedule to be effective from April 24 through November 4. If the I. C. C. approves the reduced rail rates, reduced ocean rates will become effective May 1 and will extend through November 11.

PACKER WORK WEEK LONGEST

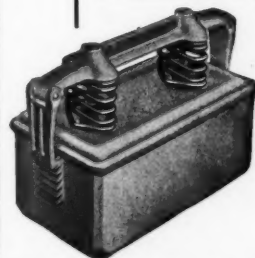
Wage earners in the meat packing industry were the only workers averaging more than 40 hours per week during January, 1939, out of a representative list of 25 manufacturing industries, the National Industrial Conference Board reports. The meat packing work week in January averaged 41.5 hours, as compared to an average of 36.6 hours for industries included in the report. In recent months, the packing industry has repeatedly headed the list in average number of hours worked per week.

Ask your HAM MAKER about ADELMANN results-in-operation

Ask him to show you how much simpler Adelmänn Ham Boilers are to operate, and how easy they are to handle. Let him demonstrate their rugged durability and ability to stand hard knocks, because of their sturdy, reinforced construction.

He'll tell you much more than this—how the elliptical springs close the aitch-bone cavity firmly, why the covers don't tilt, how the ham can expand while cooking, how the self-sealing cover retains the ham juices in the container, how shrinkage and operating time are greatly reduced. And when he gets through you'll begin to realize why Adelmänn Ham Boilers are "The Kind Your Ham Makers Prefer."

Adelmänn Ham Boilers are made of Cast Aluminum, Tinned Steel, Monel Metal and Nirosta (Stainless) Steel—the most complete line available. Your obsolete, inefficient ham retainers have a liberal trade-in value on new Adelmänn Ham Boilers! Write for details!



Cast Aluminum
Boiler

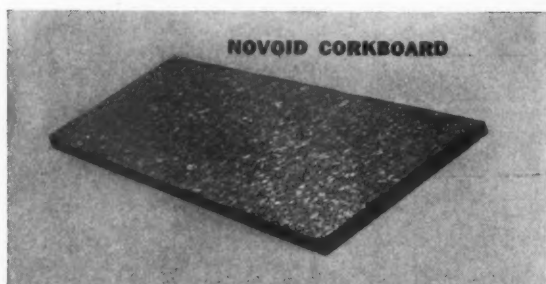
HAM BOILER CORPORATION

OFFICE AND FACTORY
PORT CHESTER, NEW YORK

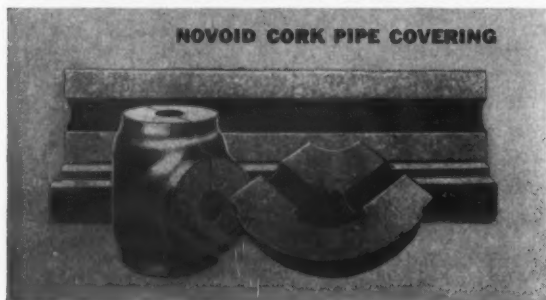
CHICAGO OFFICE
332 S. MICHIGAN AVE.

European Representatives: R. W. Bollans & Co., 6 Stanley St., Liverpool & 12 Bow Lane, London—Australian and New Zealand Representatives: Gollin & Co., Pty. Ltd., Offices in Principal Cities—Canadian Representative: C. A. Pemberton & Co., Ltd., 189 Church St., Toronto.

Check COLD ROOM AND COLD LINE LOSSES WITH *Cork*



NOVOID CORKBOARD



NOVOID CORK PIPE COVERING

THANKS to the unique qualities of cork—low thermal conductivity *plus* high moisture resistance—Novoid Corkboard assures constant uniform temperatures in cold rooms and prevents costly refrigeration waste. It is structurally strong, light in weight, and available in a complete range of sizes.

As an insulation for low temperature pipe lines, Novoid Cork Covering assures equally efficient performance. Find out how you can save refrigeration dollars and assure maximum operating efficiency for your refrigeration system. For full details, just mail the coupon below.

NOVOID CORK INSULATION

*Mail
coupon for
full details*

Cork Import Corporation, Dept. NP
330 West 42nd Street, New York City

Please send me full details of Novoid
Cork Insulation for cold rooms and cold lines.

Name.....

Street.....

City and State.....



GEBHARDT Cold Air Circulator *provides correct air conditioning economically!*

Complete Air Conditioning at a price every packer can afford and can't afford to do without. That's the boast GEBHARDT Cold Air Circulators are *proving* to more and more packers daily!

This *cold air circulator* constantly circulates conditioned air at extremely low velocity. *Top Value* features, such as *faster chilling, reduced shrinkage, elimination of sweaty ceilings, 35% increased storage space* and *lowered operating and maintenance costs*, make the GEBHARDT Cold Air Circulator worthy of your serious consideration. Write today!

ADVANCED ENGINEERING CORP.

2646 West Fond du Lac Ave. - Milwaukee, Wis.



REFRIGERATION and Air Conditioning

MEAT PLANT REFRIGERATION

A Complete Course for
Executives and Workers
Prepared by—

The National Provisioner

LESSON 23

Brine Spray Refrigeration

WHEN spray systems were being developed almost everyone had a pet spray head which he manufactured. Most packers do not now bother with this detail. Reliable manufacturers offer sprays that are easily cleaned, cannot be assembled backward and are simply constructed. Solids or impurities in the brine stream quickly find a lodging place in any small orifice. Consequently, free opening of nozzle tip should be made as large as is consistent with good performance or atomizing efficiency.

Twin strainers with fine mesh cores filter out small foreign particles. But strainers must receive close attention and be kept clean. Another precaution which, if observed, eliminates practically all blocking, and often the need of strainers is to pipe sprays off top of nozzle header. Velocity in header is quite low and impurities have a tendency to settle out. By removing a plug in dead end of nozzle header, these impurities are flushed out. This plan can be followed once every six months or oftener if necessary.

Split between cold and warm brine should be 5 degs. F. When a cooler is full of hot carcasses, split is naturally greater than when all heat is removed and cooler is down to temperature.

Brine Influence on Shrink

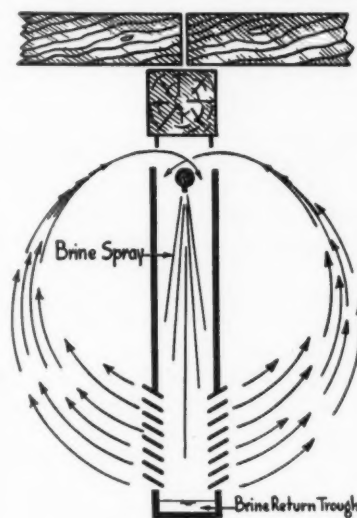
Brine never should be carried stronger than necessary, because a strong salt brine is deliquescent and rapidly dries surface of carcass, humidity of air dropping quite rapidly under such circumstances. Maintaining a high salometer brine also increases operating expense. When a hot carcass leaves killing floor for cooler there is from 1 to 2 lbs. of moisture on its surface. This is evapo-

rated, together with a portion of the water which is in the carcass, as natural shrinkage.

When cold air strikes carcass the moisture rises gradually in the form of saturated air or fog. This is swept through cooler on the circulating air stream and is condensed when it comes into contact with the open brine sprays. This condensed moisture weakens strength of the brine and increases its quantity, the surplus flowing to sewer. It is not economical to attempt to recover waste brine.

While shrink can be reduced up to certain limits, it has a great deal to do with firming up of the surface of the carcass and is therefore a requirement.

Retention of surface moisture is prolonged by maintaining high humidity in the room. This accelerates the chilling operation. The higher the brine temperature the less likelihood there is of freezing any of the thinner parts of the carcass. Also, overall shrink of carcass is less. If temperature of brine is carried too low, pressure on sprays must be reduced before chilling is completed;



INDIVIDUAL BRINE SPRAY

otherwise temperature of cooler falls too low.

Carcasses held in cooler over Sundays and holidays will freeze if low temperature brine is sprayed. If the brine is shut off, cooler takes on a characteristic dead odor. An auxiliary brine header, with a small number of sprays, will not only maintain temperature of cooler during light load periods but produces sufficient air movement so that the cooler retains its clean, sweet odor so desirable

over a 48-hour shutdown period. A correctly designed system operates with brine at from 20 to 25 degs. F. and with as weak a brine as system will permit. Water would be ideal if it could be prevented from freezing.

Possible Leaks Easily Rectified

Objections have been raised against the open spray system in view of accidents, which will happen, during which the brine becomes saturated with ammonia. When such brine is sprayed onto an open deck space, entire cooler rapidly becomes filled with the ammonia odor.

However, this in no way affects carcasses. As soon as cooler is aired the odor rapidly disappears. In an emergency of this kind the best procedure is to stop the pumps, dump brine to sewer, flush out brine tanks, repair ammonia leak and charge system with fresh brine.

Chilling of carcasses can be accomplished properly only when they are uniformly spaced on the hanging rails, with no carcasses touching. This permits a uniform air flow between them. Crowded coolers will usually result in unsatisfactory chilling.

"VERTICAL BRINE SPRAYS" are described in Lesson 24.

LOCKER PLANT NOTES

Locker plant designed to contain approximately 500 lockers is being constructed at Mazeppa, Minn., by Ore Oelkers and Len McDouglas.

New cold storage locker system of 260 lockers has been completed at Spring Grove, Minn., by J. J. Schansberg and I. E. Muller, in Muller Bros. meat market.

Frosted Foods Lockers, Inc., has been organized in Vincennes, Ind., by Wilbur B. Yates, David M. Simpson and M. W. Welsh.

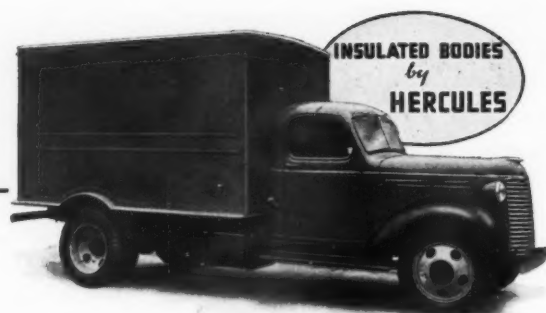
Contract for construction of a cold storage locker plant at Mt. Pulaski, Ill., has been awarded to the Amana Society by George Underhill.

Crystal Ice Delivery has installed cold storage locker plant at Mt. Gilead, O. System has 310 lockers.

Uhrig Cold Storage and Locker Plant, Carrollton, Mo., was opened recently.

Construction of a new ice and cold storage locker plant at Wentzville, Mo., is planned by Thomas F. Bowdern of St. Louis.

Willard Spaeth has started construction of a 400-unit locker plant at Lake Stevens, Wash. Accommodations are



PACKERS BY THE HUNDREDS

rely on HERCULES BODIES under most severe road and climatic conditions

HERCULES BODIES are insulated and rust proof—soundly constructed and completely insulated with DRY ZERO to withstand severest road and climatic conditions *with an absolute minimum of repair and servicing costs.* One-piece aluminum sheet roof reflects heat rays and eliminates the periodic repairs of fabric covered tops. Aluminum mouldings, (rust proof) copperized metal exteriors, (rust proof) tongue and grooved oak floors, and galvanized steel angles for prevention of racking or weaving are just a few of the money-saving features offered by HERCULES.

Write for complete details today!

HERCULES BODY COMPANY Evansville
Indiana

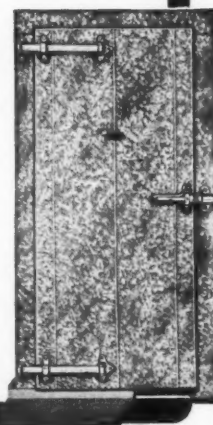
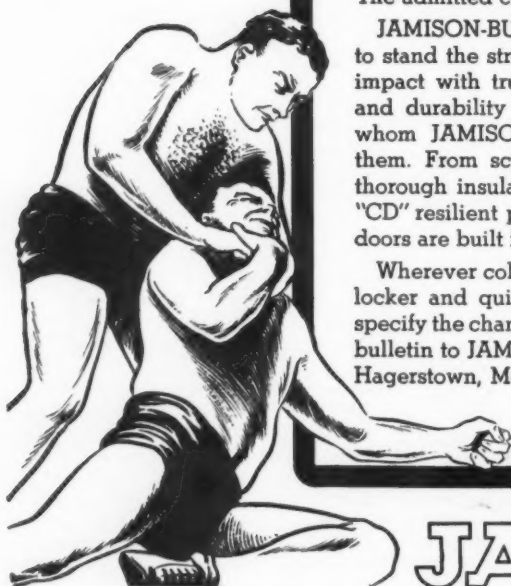
TOUGH AS A TON OF BRICKS

Wrestlers and cold storage doors both take a lot of punishment. The admitted champion must be tough.

JAMISON-BUILT cold storage doors *are* tough. They're *designed* to stand the strain of smashing slams and battering impact with trucks. Materials selected for strength and durability go into them. Skilled craftsmen to whom JAMISON ruggedness is a tradition build them. From scientifically conditioned lumber and thorough insulation to the soft but tough JAMISON "CD" resilient pure-rubber gasket, JAMISON-BUILT doors are built for long, hard service.

Wherever cold storage doors are used—including locker and quick-freezing plants—men who know specify the champion, JAMISON-BUILT. Send for free bulletin to JAMISON COLD STORAGE DOOR CO., Hagerstown, Md., or to branches in principal cities.

Jamison, Stevenson, and Victor Doors.



JAMISON-BUILT DOORS

Jamison Standard Door, metal clad with galvanized steel or terne plate tin. Locked seams, no solder or exposed nail heads.

being provided for an additional 300 lockers.

Gerald Mader, butcher of Wyoming, Ia., is installing locker plant of 150 lockers.

Hollow tile building, to house locker plant of 400-locker capacity, is being constructed at Ankeny, Ia., by Lawrence Lein.

Mausen Bros. has awarded contract for locker plant of 210 lockers adjoining the meat market at Garnaville, Ia.

Romann & Liebbe Co. is building a refrigerated locker system in Muscatine, Ia.

NEW FOOD CANNING BOOK

Canning, preserving and pickling of all foods except meat is fully described in a revised edition of "Campbell's Book," issued recently by the Vance Publishing Corp., publishers of "Canning Age." In the volume's 850 pages are detailed instructions for canning and processing all kinds of fruits and vegetables, pork and beans, Boston baked and other types of beans, spaghetti, sauerkraut and frankfurts, and soups, including some meat soups such as ox tail. Another section deals with preparation of jellies and jams, cold packed fruits, marmalades, and fruit juices.

Tomato products such as pulp, paste, catsup, juice and chili sauce are separately treated, and there is a section devoted to production of pickles and sauerkraut. Description of brining pickles should prove interesting to meat packers as much data is presented on bacterial action and chemical changes involved in this process, although these differ from the ones connected with meat curing.

The book also includes chapters on preparation of condiments and sauces, mayonnaise and salad dressings and mustard. Among miscellaneous products for which manufacturing directions are given are mince meat, plum pudding, syrups and peanut butter. It covers latest developments in food bacteriology, grading, processing and control, tables of temperature, weight, specific gravity, pickle concentration and color used in canning and preserving foods. Price of the book is \$10. It may be obtained upon application, with remittance to THE NATIONAL PROVISIONER.

FROZEN POULTRY STOCKS

Stocks of frozen poultry on hand March 1, 1939, with comparisons:

	Mar. 1, 1939. M lbs.	Mar. 1, 1938. M lbs.	5-yr. av. 1933-37. M lbs.
Broilers	9,300	7,862	12,523
Fryers	11,688	8,625	11,244
Roasters	26,743	20,161	26,866
Fowls	18,379	20,810	17,193
Turkeys	26,957	24,561	24,715
Ducks	2,989	2,717	2,018
Miscellaneous	20,244	15,757	15,980
Total poultry.....	116,300	100,493	110,539

FINANCIAL NOTES

Directors of John Morrell & Co. have declared a dividend of 50 cents a share on the company's common stock, payable April 25 to stockholders of record April 1.

Rath Packing Co. announces a quarterly dividend of 33½ cents on the common stock, payable April 1. Books close March 20.

Directors of Procter & Gamble Co. declared a quarterly dividend of \$1.25 on the company's 5 per cent preferred stock, payable June 15 to stockholders of record May 24, and a 50-cent quarterly dividend on the common stock, payable May 15 to shareholders of record April 14.

PRODUCE IN COLD STORAGE

Cold storage holding of butter, cheese, and eggs on March 1, 1939:

	Mar. 1, 1939. M lbs.	Mar. 1, 1938. M lbs.	Mar. 1, 5-yr. av. 1933-37. M lbs.
Butter, creamery	92,800	21,633	18,978
Butter, packing stock	54	36	...
Cheese, American	77,274	73,815	67,754
Cheese, Swiss	5,748	4,033	4,948
Cheese, brick & Munster	456	569	638
Cheese, Limburger	692	376	681
Cheese, all other varieties	7,655	6,863	5,240
Eggs, shell, cases	164	281	148
Eggs, frozen, lbs.	44,478	88,754	49,621
Eggs, frozen, case equivalent	1,271	2,536	1,418
Total case equivalent, both shell & frozen	1,435	2,817	1,566

PACKER AND FOOD STOCKS

Price ranges of listed stocks, March 15, 1939, or nearest previous date:

	Sales.	High.	Low.	—Close.—
Week ended	Mar. 15.	Mar. 15.	Mar. 15.	Mar. 8.
Amal. Leather	900	2	2	2 1/2
Do. Pfd. ....	...	...	...	17 1/2
Amer. H. & L.	700	4 1/2	4 1/2	4 1/2
Do. Pfd.	100	34	34	34 1/2
Amer. Stores	2,500	11 1/2	11 1/2	11 1/2
Armour Ill.	20,600	5	5	5 1/2
Do. Pr. Pfd.	700	47 1/2	47 1/2	46 1/2
Do. Del. Pfd.	200	101 1/2	101 1/2	102 1/2
Beecham Pack.	200	125	125	124 1/2
Bohack, H. C.	100	3	3	4
Do. Pfd.	90	21 1/2	21 1/2	22
Chick. Co. Oil.	400	12 1/2	12 1/2	13 1/2
Childs Co.	2,800	11	10 1/2	10 1/2
Cudahy Pack.	700	14 1/2	14 1/2	15 1/2
Do. Pfd.	80	71 1/2	71 1/2	73
First Nat. Strs.	1,700	45 1/2	45 1/2	45
Gen. Foods	8,500	42 1/2	41 1/2	41 1/2
Do. Pfd.	100	115	115	116
Glidden Co.	3,000	22	21	22 1/2
Do. Pfd.	200	45 1/2	45 1/2	46 1/2
Gobel Co.	19,000	3 1/2	3 1/2	3 1/2
Gr. A&P 1st Pfd.	125	127 1/2	127 1/2	128 1/2
Do. New	350	86 1/2	85	86 1/2
Hormel, G. A.	20	24 1/2	24 1/2	24 1/2
Hygrade Food.	1,400	21	21	2 1/2
Kroger G. & B.	4,100	24	23 1/2	24 1/2
Libby McNeill.	800	5 1/2	5 1/2	5 1/2
Mickelberry Co.	400	3 1/2	3 1/2	4
M. & H. Pfd.	90	3	3	3 1/2
Morrell & Co.	100	39	39	39
Nat. Tea	2,000	3 1/2	3 1/2	3 1/2
Proc. & Gamb.	4,700	57 1/2	57	56 1/2
Do. Pr. Pfd.	650	113	112	113
Rath Pack.	50	30	30	29
Safeway Strs.	10,100	36	34 1/2	35
Do. 5% Pfd.	110	95	95	97
Do. 6% Pfd.	50	113 1/2	113	113 1/2
Do. 7% Pfd.	170	112	111 1/2	112 1/2
Stahl Meyer .....	...	...	...	1 1/2
Swift & Co.	3,650	19	18 1/2	19 1/2
Do. Intl.	3,750	27	27	27 1/2
Truize Pork .....	...	...	...	8
U. S. Leather	600	4 1/2	4 1/2	5
Do. A.	1,000	8 1/2	8 1/2	9
Do. Pr. Pfd. ....	...	...	...	61 1/2
United Stk. Yds.	700	3 1/2	3 1/2	3 1/2
Do. Pfd.	500	8 1/2	8 1/2	8 1/2
Wesson Oil	1,800	23 1/2	23 1/2	24
Do. Pfd.	200	73 1/2	73	73
Wilson & Co.	3,400	4 1/2	4 1/2	4 1/2
Do. Pfd.	800	46 1/2	46 1/2	47 1/2



STOP SHRINKAGE

*and improve the flavor
and appearance of your hams*

Use this **POWERS** Regulator combined with dial thermometer on your ham cooking vat. Simple adjustment feature with its calibrated dial and scale permits quick and accurate temperature setting . . . Thermometer on top correctly indicates temperature of water in the vat and the regulator automatically controls the steam supply to the vat—accurately keeping the temperature just where you want it—at all times.

No OVER- or UNDER-heating. No more shrinkage. Insures uniform high quality appearance and flavor in your hams. Steam savings alone will pay back the cost of this regulator.

Write now for prices and 30-day test offer . . . **THE POWERS REGULATOR CO.**, 2725 Greenview Avenue, CHICAGO. Offices in 47 cities—See your phone directory.

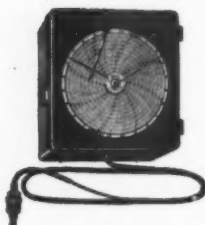


POWERS
 45 Years
 of Automatic Temperature and Humidity Control

- ✓ Meats
- ✓ Fish
- ✓ Poultry
- ✓ Frozen Foods
- ✓ Soups
- ✓ Butter and Cheese
- ✓ Baking Products
- ✓ Steam and Power
- ✓ Air Conditioning & Refrigeration



MOTOCO Indicating Thermometers are priced from \$20



MOTOCO Recording Thermometers are priced from \$31

order or require adjusting.

Write today for MOTOCO Folder, which gives information on sizes and prices: Moto Meter Gauge & Equipment Div., The Electric Auto-Lite Company, Chrysler Building, New York, N. Y.

MOTOCO

INDUSTRIAL THERMOMETERS

Increase YOUR PROFITS Improve FOOD QUALITY with **MOTOCO THERMOMETERS**

Processing costs are lowered in the meat packing industry, the quality and appeal of meat products increased and made uniform thru the use of MOTOCO Industrial Thermometers.

MOTOCO Thermometers are invaluable in the preparation and preservation of all varieties of meats.

1. They maintain or improve quality of your products during processing.
2. They save on heating or cooling costs.
3. They aid in faster production.
4. They protect against spoilage in processing.
5. They lessen complaints and rejects due to processing variations.

MOTOCO Industrial Thermometers are made with numerous standard scale ranges for individual requirements . . . combine absolute accuracy with strong, simple construction. No racks, gears, pinions or delicate hair springs to get out of

For Lasting High Efficiency...

YOU CAN DEPEND ON THIS **MINERAL INSULATION**

MANY installations of J-M Rock Cork have passed the quarter-century mark . . . look good for many more years of highly efficient service. And the explanation is simple. This mineral insulation, made in both sheet and pipe-covering form, cannot rot or decay, provides complete freedom from odor and moisture troubles, and will not harbor mice or vermin.

Furthermore, Rock Cork is easy to handle and apply . . . assures good-sized savings on installation costs. You can benefit by using it for every refrigerated-line and cold-room service.

For complete information, write Johns-Manville, 22 East 40th Street, New York, N.Y.



IN SHEET FORM, J-M Rock Cork is easy to handle and work, brings worthwhile installation savings. Its mineral structure provides lasting freedom from decay and vermin troubles . . . will not support the growth of bacteria or mold.



IN PIPE-COVERING FORM, J-M Rock Cork retains its high insulating efficiency indefinitely. It is thoroughly sealed against moisture infiltration.

JOHNS-MANVILLE

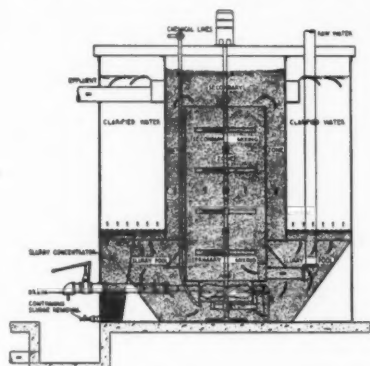
ROCK CORK

LOW-TEMPERATURE INSULATION. IN SHEET FORM AND FOR PIPE COVERING

to new machinery, equipment and supplies

WATER SOFTENING

The Accelator, a new and advanced water softener developed and manufactured by the International Filter Co., is now available in a range of capacities to satisfy all requirements. Many larger units have been installed and their advantages proved in municipal plants, and now smaller units are offered to afford these same advantages where ca-



ECONOMICAL TO BUILD

Water treating plant in which sedimentation is not employed. Reactions are speeded up and space requirements reduced.

capacity requirements are less. Accelator advantages, according to the manufacturers, include more complete and rapid softening of water, lower cost and smaller space requirements than ever were possible with previous methods or facilities.

Unlike conventional lime or lime-soda processes, sedimentation is not employed in the Accelator, it is stated. Instead, water is actually squeezed from the top of a recirculated pool of slurry. With this process, means are provided to accelerate the chemical and physical reactions involved, thereby reducing space requirements. This brings about a corresponding saving over cost of treating plants requiring greater area and volume. Diagram above illustrates manner in which Accelator operates, showing slurry pool from which softened water is squeezed after treatment, sludge removal means and other features.

Along with saving in space requirements, the Accelator, through improved conditions for reactions, offers chemical economies and improved, more uniform softening results, it is claimed. Complete information on the new Accelator for water softening will be found in bulletin 1820, available upon request from International Filter Co., 59 E. Van Buren st., Chicago, Ill.

TRUCK COOLING UNIT

A truck and trailer cooling unit, which refrigerates with ice and salt and supplies positive air circulation over the entire load space and thus maintains uniform temperatures, is being marketed by Dromgold and Glenn, Chicago.

This unit, known as the "Coldjet," utilizes the principles of the unit cooler, so effective and efficient in chill rooms and coolers. The air in the truck body is circulated over finned cooling coils by a small fan driven by a gasoline motor mounted outside the truck body. The coils are cooled by brine, which in turn is chilled in contact with ice. A small centrifugal pump, also driven by the gasoline motor, circulates the cold brine through the cooling coil. Any temperature required for meat preservation can be maintained.

These units are factory assembled. Among the advantages claimed for the unit are compactness, rapid and uniform cooling of the truck body and an ability to maintain meats in prime condition over long periods at a small expense. One of the larger packers who

the firm for which he works. In recognition of his services International Har-



INTERNATIONAL TRUCKS

GOOD WORD FOR THE DRIVER

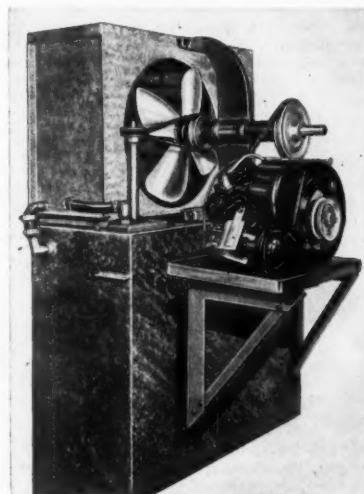
Reproduction of an advertisement which was published during January in U. S. and Canadian publications having a combined circulation in excess of 11 million.

vester Co. frequently gives him a well deserved tribute. The accompanying illustration is a reproduction of a full page advertisement which the company authorized to appear in full color during January, 1939, in the Saturday Evening Post, Collier's, Life and Fortune, and in black and white in other publications in the United States and Canada. This advertisement, International rightly believes, served as a goodwill builder for both the truck driver and his vehicle.

Packers and sausage manufacturers who would like to have a "jumbo" enlargement—28 by 38 in.—of this ad in full colors for hanging on the wall of the garage, or wherever the drivers congregate, may secure one by addressing the International Harvester Co., 180 N. Michigan Ave., Chicago.

FLASHES ABOUT SUPPLIERS

WORCESTER SALT CO.—Jacob T. Willse, veteran cashier, was recently tendered a banquet by officers of the company and co-workers on the occasion of his 50th year with Worcester and his 25th as cashier. During the entire period he never missed a day's work.



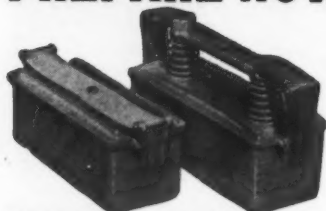
COOLING UNIT WITH MOTOR

has given these units exhaustive tests under all conditions has recently equipped 260 of his trucks with them and expects eventually to use over 300.

THE MAN AND THE TRUCK

The motor truck driver is a necessary cog in the present-day transportation scheme, and a very important factor in molding favorable public opinion for

PREPARE NOW FOR SPRING & SUMMER BUSINESS



MEAT LOAF MOLDS. Practical shapes and sizes. Made with either flat or coil spring covers. Inside corners rounded, easy to wash.



Replaces old style split cylinder. No canvas to contend with. Both ends of hams are straight, no waste. Juicier hams.



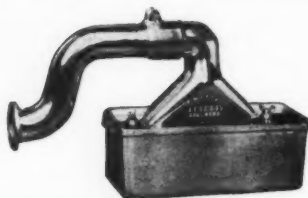
PERFECTION HAM MOLDS are made of a special aluminum alloy which is tough, stays bright, will not pit or crack. Genuine non-tilt covers. No screws to become loose. Buy one mold, convince yourself ours are best.



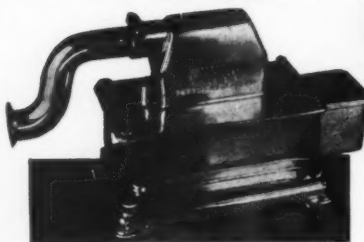
Of special interest to canners of Polish Style hams. Hams cooked and cooled under constant spring pressure before placing in cans for further processing are preferred by the trade because there is no excess amount of juice when can is opened.

Many years of actual experience in manufacturing hams and meat specialties enable us to supply you with equipment which is practical.

GET QUALITY AT RIGHT PRICES. WRITE US FOR PARTICULARS, BUY DIRECT.



EASY WAY LOAF FILLER. Adjustable to any size loaf pan. Simple to operate, saves time, fills pans right. Pays for itself in short order. The smallest plant can afford one.



PERFECTION LOAF FILLER for the plant where large quantities of loaves are made. Does fast work, a real time saver. Adjustable, easy to clean, nothing to get out of order.



HAM CYLINDERS for making round and square boiled hams, "tenderized" smoked hams, fresh barbecue hams, etc. No stitching of hams, no strings in boiled hams. Ends are straight, no waste. Uniform in size, easy to slip in cellulose casings. Ground meat specialties can be filled with funnel or direct from stuffer with filler. Loaves cooked and cooled under spring pressure are juicier, even textured, no holes. Made with loose bottom plates so product can be easily pushed out. Loaf size $3\frac{1}{2} \times 3\frac{3}{4} \times 15$ " long. Cut in two makes two 7" loaves.

PERFECTION MEAT SHAPING PRESS



PAT. APPL'D FOR

Not only hams but all boneless cuts of pork, beef, veal and mutton can be shaped in the press and forced into round or square cylinders for cooking. Should be considered by every sizeable packer because it enables him to utilize to better advantage all cuts of meat. Produces a package which appeals to the trade and brings a better price. Corned Beef, Spiced Beef, Barbecue Pork, Boneless Roasts, etc., all can be press-shaped and forced into cylinders for cooking or chilling. Indispensable to manufacturers of canned meat products because the product can be press-shaped and forced into cylinders for cooking before placing in cans for further processing. When can is opened there is no excessive amount of juice.



FOOT OPERATED HAM PRESS for pressing ham molds and cylinders. A sturdy outfit, nothing to get out of order. Reasonable in price.

C. T. LENZKE & COMPANY

1439 WEST GRAND BLVD.

DETROIT, MICHIGAN

Makers of the World's Most Practical Equipment for Making Hams and Meat Loaves

PROVISIONS AND LARD

WEEKLY MARKET REVIEW

WINTER PACKING SEASON CLOSES WITH LOW STOCKS

STORAGE stocks of meat on hand in the United States on March 1 were among the lowest for that date of record. The total was about 80 per cent of the 5-year-average, which in itself was low, and about 90 per cent of stocks at the same time in 1938. Lard stocks, on the other hand, were higher than on March 1, 1938, but well under the 5-year-average for the date.

While slaughter supplies of hogs were slightly larger during February than in February a year ago, packers have not been disposed to put meats in storage or in the freezer except for the amounts necessary to take care of cured meat needs. Hog prices have been relatively high because of the short run during January and February, and should the anticipated increase in supplies materialize it would be desirable to have as

little high priced product on hand as possible.

Pork meats in cure and in the freezer on March 1 totaled 542,803,000 lbs. This was 40,000,000 lbs. less than on March 1, 1938, and approximately 100,000,000 lbs. under the 5-year-average. This average includes some years of very low stocks, and no years of excessive stocks.

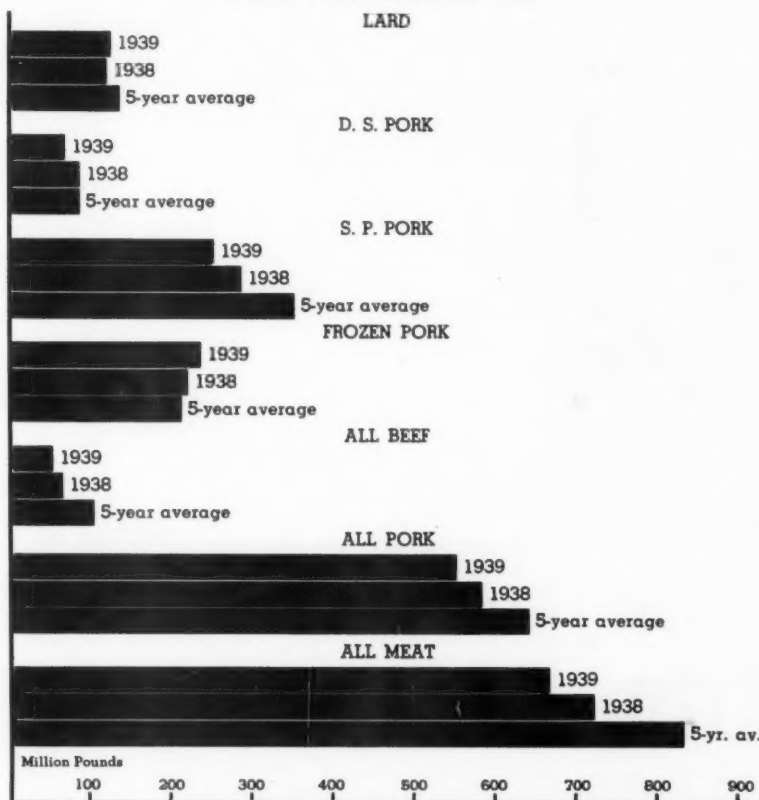
Sausage Meat Stocks Low

Frozen and cured trimmings for use in sausage and meat loaf manufacture totaled 67,456,000 lbs., which was 10,000,000 lbs. less than last year's volume and 18,000,000 lbs. under the 5-year-average for March 1.

The shortage is further accentuated by low stocks of beef in cure and in the freezer, which totaled only 46,727,000

(Continued on page 36)

STOCKS SEASONALLY LOW



Pork and Lard Markets

LARD futures continued their decline in the Chicago market this week in rather light trade. A favorable stocks report failed to check the downward trend and Thursday's close was 25@30 points under the preceding Friday.

Values were steady to a little higher in moderate trade last weekend, but the market had an easy undertone on Monday in sympathy with hogs, grains and cottonseed oil. There were further declines Tuesday under commission house selling credited to scattered longs. Shorts and trade interests were buyers. The market firmed up at midweek on speculative buying and in sympathy with grains. Prices were sharply lower on Thursday and the closing was easy. Scattered commission house selling met slow demand; a favorable U. S. stocks report failed to influence the market's course.

Distributive trade in lard was reported good this week. On Thursday, cash lard was quoted at 6.50 nominal; loose, 5.95, and refined in tierces, 8.12½c.

Demand was good and the market steady at New York. Prime western was quoted at 7.10@7.20c; middle western, 7.10@7.20c; New York City in tierces, 6½@6¾c, tubs, 7@7½c; refined continent, 7½@7¾c; South America, 7½@7¾c; Brazil kegs, 7½@7¾c, and shortening in carlots, 9c, smaller lots, 9¼c.

Hogs

Chicago hog prices worked 20@30c lower this week. The top on Thursday was at \$7.85 compared with \$8.10 on the preceding Friday. Receipts were light except for Tuesday and average weight was running around 260 lbs. The week's losses were greatest on light hogs with the 140@160-lb. to 200@220-lb. butchers down 20@30c, while heavier butchers and packers were only off 15@25c.

EXPORTS

Reports indicated continued interest in lard from the United Kingdom. North American exports of bacon and hams for week ended March 11 totaled 3,412,000 lbs. and lard shipments were 3,515,000 lbs. At Liverpool on Thursday, spot lard was quoted at 38s; A. C. hams, 93s, and Canadian A. C. hams, 96s.

CARLOT TRADING

Carlot trading at Chicago was rather slow during most of the past week and prices of green hams and bellies and cured bellies and fat backs declined. Supplies of product were ample to meet demand and plenty of frozen stock was available. Green regular hams were down ¼c from last Friday with 8/10 quoted at 18c and 10/16 at 16¼c. S. P. regular hams were steady with fair jobbing trade reported. There were fairly

Satisfy

**MEAT INSPECTORS'
DEMANDS ON
Sanitation**



... Get Fast,
Clean Handling With
**STANDARD
STAINLESS
STEEL
SPIRAL
CHUTES**

Standard's Patented Down-Flange Construction Meets All Sanitary Requirements

Standard Stainless Steel Spiral Chutes are built to provide a perfectly smooth, continuous sliding surface—there are no seams or crevices to lodge meat particles or harbor bacteria. Sections are butted perfectly flush with Standard's patented down-flange construction, rivets and bolts being underneath and not on the inner sliding surface. Joints are soldered and ground smooth and tight. The sliding surface of these chutes will remain smooth and continuous for the life of the equipment.

Available in single and double runway types, Standard's patented down-flange construction in these stainless steel spiral chutes provides a smooth, sanitary, corrosion-free sliding surface. The stainless steel is easily cleaned—and being impervious to corrosion, maintenance costs are at a minimum.

More Than 25 Years' Experience in Packing Plant Handling Methods

Standard Engineers . . . specialists in packing plant conveying methods with an experience record of over twenty-five years . . . will assist you in improving your present handling methods. Write for complete information.

STANDARD
CONVEYOR COMPANY

SOUTH ST. PAUL, MINNESOTA



1,440,000 Gallons Daily
FOR MILWAUKEE
WESTERN MALT CO.

"**N**OT less than 900 Gallons per Minute" said Layne-Northwest Company's contract for a new well and pump unit for the Milwaukee Western Malt Company's new plant. When drilled to 1740 feet deep, the pump set and tested, the production was 1,000 gallons per minute—or a bit more than 10% above the guarantee. The entire contract was awarded to Layne-Northwest Company on a non-competitive basis, though another well firm had done previous work.



AFFILIATED COMPANIES

LAYNE-ARKANSAS CO., STUTTGART, ARK.
LAYNE-ATLANTIC CO., NORFOLK, VA.
LAYNE-CENTRAL CO., MEMPHIS, TENN.
LAYNE-NORTHERN CO., MISHAWAKA, IND.
LAYNE-LOUISIANA CO., LAKE CHARLES, LA.
LAYNE-NEW YORK CO., NEW YORK CITY
AND PITTSBURGH, PA.
LAYNE-NORTHWEST CO., MILWAUKEE, WIS.
LAYNE-OHIO CO., COLUMBUS, OHIO
LAYNE-TEXAS CO., HOUSTON AND DALLAS, TEXAS
LAYNE-WESTERN CO., KANSAS CITY, MO.
CHICAGO, ILL., OMAHA, NEBRASKA
LAYNE-WESTERN CO. OF MINNESOTA
MINNEAPOLIS, MINN.
LAYNE-BOWLER NEW ENGLAND COMPANY,
BOSTON, MASSACHUSETTS.
INTERNATIONAL WATER SUPPLY, LTD.,
LONDON, ONTARIO, CANADA

This method of combining wells and pumps under one contract avoids the possibility of divided responsibility between well contractor and pump manufacturer. This is of utmost importance to the customer as it assures highest overall well and pump efficiency.

When considering a new water supply or rehabilitation of your present wells or pumps, Layne will investigate your problem and submit estimates without obligation. Write for bulletin.

LAYNE & BOWLER, INC.
Dept. X, Memphis, Tenn.

LAYNE

**PUMPS & WELL
WATER SYSTEMS**

For Municipalities, Industries,
Railroads, Mines and Irrigation

liberal offerings of light and medium green skinned hams and the 14/18, 18/20 and 20/22 were off $\frac{1}{4}$ c; balance of list was about steady. There was fair jobbing interest in S. P. skinned hams at steady prices. The 4/6 and 8 lb. and up green picnics were offered moderately at unchanged prices while the 6/8 moved at $10\frac{1}{4}$ c, or $\frac{1}{4}$ c down. S. P. picnics were available at the market and unchanged from last week.

Offerings of frozen green seedless bellies were ample to satisfy very quiet demand. Light bellies were marked down $\frac{1}{2}$ @ $\frac{1}{4}$ c this week; there was less anxiety to move 12/14 and heavier and these were off only $\frac{1}{4}$ c from last Friday. Cured bellies were in the same position, with the light end showing greatest losses. Demand was dull for D. S. clear bellies and the list was off $\frac{1}{4}$ c from last week. Cash bellies closed in the pit on Thursday at 9.50 nominal. Inquiries for D. S. fat backs were light and prices were off $\frac{1}{4}$ c in a buyers' market.

FRESH PORK

Fresh pork market was a little stronger at Chicago this week with light hog receipts and colder weather. Prices did not show much change, although light loins were up about $\frac{1}{4}$ c from last Friday while mediums and heavies were unchanged. Demand for Boston butts was below normal and price was down $\frac{1}{4}$ c; boners were discounting market in some directions on Thursday. Skinned shoulders were unchanged at 13c.

BARRELED PORK

The 50/60 and up to 100/125 clear fat

back pork were reduced 25c at Chicago this week, but balance of list was unchanged. New York reported fair demand with mess at \$24.75 per barrel and family at \$18.75 per barrel.

SAUSAGE MATERIALS

Demand for fresh regular pork trimmings became brisk in Chicago market this week with the price advancing $\frac{1}{2}$ @ $\frac{1}{4}$ c. Regular trimmings sold Thursday at 8 and $8\frac{1}{4}$ c, the latter a preferred brand. Lean trimmings were steady.

(See page 41 for later markets.)

Packer's Lard Campaign

(Continued from page 14.)

that nothing can impart such delicious tenderness and flavor, except golden butter itself."

The Wilson advertisement set forth the following eleven important qualities of the advertised lard:

1. As digestible as butter
2. Maintained uniform quality
3. High nutritive value
4. Easily assimilated
5. Great shortening value
6. Economical to use
7. Sweet, wholesome flavor
8. For all cooking and baking purposes
9. Laboratory controlled
10. Wide range of plasticity and workability
11. Imparts lasting freshness

Hog Cut-Out Results

MATERIAL reduction took place in the cut-out losses on hogs during the first four days of the week just ended. Prices of live hogs averaged lower and realization values on product were somewhat higher in the case of all averages except the heaviest shown in the test on this page.

Lower prices for hogs prevailed at Chicago although supplies were not large. This was attributed in part to slow shipper demand, to unwillingness on the part of local packers to handle product at so much disadvantage and to slow wholesale fresh pork markets. The latter were firmer toward the close.

Late hog top for the period was \$7.85 compared with a top of \$8.10 at the close of the previous period. There was considerable increase in the percentage of new crop hogs which were of good quality. At the same time old crop hogs were in dwindling supply. Bulk of good and choice butchers falling within the weight range of 170 to 230 lbs. sold at the close at \$7.60 to \$7.80 with heavier kinds weighing from 240 to 280 lbs. at \$7.25 to \$7.60 and 290-to-350 lb. kinds topping at \$7.25. Good sows sold up to \$6.75.

Receipts at eleven large markets totaled 201,000 head for the four days. This was 4,000 more than a week ago and 30,000 more than a year ago.

In spite of the marked improvement in cut-out values, good butchers falling within all weight ranges shown in the test cut at a loss and this amounted to more than \$1 per head on heavy butchers.

HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER DAILY MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

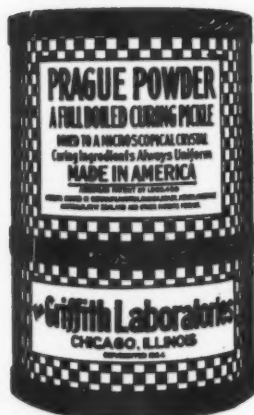
	Per Cent live wt.	Price per lb.	Value per cwt. alive	Per Cent live wt.	Price per lb.	Value per cwt. alive	Per Cent live wt.	Price per lb.	Value per cwt. alive
—180-220 lbs.—			—220-260 lbs.—			—260-300 lbs.—			
Regular hams	14.00	16.1	\$ 2.25	13.70	15.4	\$ 2.11	13.50	14.3	\$ 1.93
Picnics	5.60	11.4	.64	5.40	10.6	.57	5.10	10.5	.54
Boston butts	4.00	14.3	.57	4.00	14.1	.56	4.00	13.9	.56
Loins (blade in)	9.80	16.0	1.57	9.60	15.1	1.45	9.10	14.5	1.32
Bellies, S. P.	11.00	12.8	1.41	9.70	12.2	1.18	3.10	10.7	.33
Bellies, D. S.				2.00	8.7	.17	9.90	8.5	.84
Fat backs	1.00	4.1	.04	3.00	4.4	.13	5.00	5.3	.26
Plates and jowls	2.50	5.1	.13	3.00	5.1	.15	3.30	5.1	.17
Raw leaf	2.10	5.7	.12	2.20	5.7	.13	2.10	5.7	.12
P. S. lard, rend, wt.	12.40	6.1	.76	11.50	6.1	.70	10.20	6.1	.62
Spareribs	1.60	10.4	.17	1.60	10.3	.16	1.50	10.2	.15
Trimnings	3.00	7.7	.23	2.80	7.7	.22	2.70	7.7	.21
Feet, tails, neckbones	2.00		.11	2.00		.10	2.00		.10
Offal and misc. ....			.31			.31			.31
TOTAL YIELD AND VALUE	69.00		\$ 8.31	70.50		\$ 7.94	71.50		\$ 7.46
Cost of hogs per cwt.		\$ 7.81			\$ 7.66			\$ 7.40	
Condemnation loss .....		.04			.04			.04	
Handling & overhead .....		.65			.55			.48	
TOTAL COST PER CWT. ALIVE		\$ 8.50			\$ 8.25			\$ 7.92	
TOTAL VALUE		8.31			7.94			7.46	
Loss per cwt. ....		.19			.31			.46	
Loss per hog .....		.38			.74			\$ 1.29	

PRAGUE POWDER

Registered U. S. Patent Nos. 2054623, 2054624, 2054625, 2054626

PRAGUE POWDER is a Pre-Prepared Pickle Dried to Powder

A Perfect Quick Cure for Dry Cure Bacon



Rub $4\frac{1}{2}$ to $5\frac{1}{2}$ lbs. of "Prague Powder Mixture"* into 100 pounds of select, well-chilled bellies; place them down tightly in a regular bacon box. When box is filled, close the lid down tightly and wait for the cure. With room temperature at 38 to 42 degrees will insure a cure on

*The Best Bacon
You
Ever Tasted*

4 to 6 lbs. in 7 to 8 days
6 to 8 lbs. in 8 to 10 days
8 to 10 lbs. in 10 to 12 days
10 to 12 lbs. in 12 to 14 days
12 to 16 lbs. in 13 to 15 days
14 to 18 lbs. in 14 to 16 days

*The color holds
no bitterness,
no burning*

Please note the fact that this Bacon can come out and be soaked lightly and smoked on the day it is cured, or it may remain in the closed box for 20 to 30 days, or any length of time, without damage.

Our mail orders indicate the greatly increased use of PRAGUE POWDER as a "Dry Bacon Cure." The consumer likes the flavor. You will like it also.

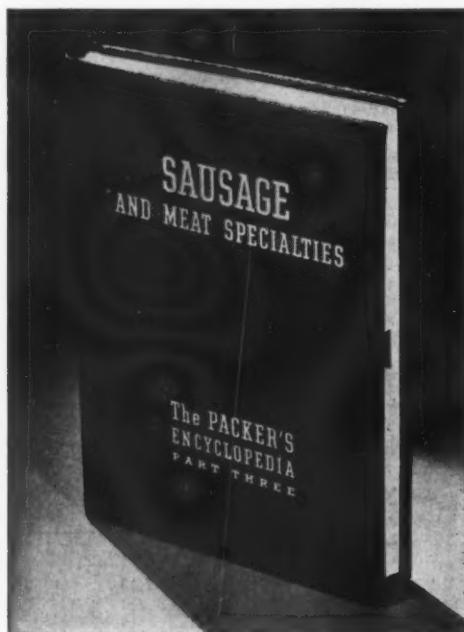
*See Prague Powder booklet for formula.

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THE NATIONAL PROVISIONER

37 West Van Buren Street

Chicago, Illinois

PORK PRODUCTS EXPORTS

Exports of provisions originating in the United States and Canada from Atlantic and Gulf ports:

	Week ended Mar. 11, 1939.	Week ended Mar. 12, 1938.	From Nov. 1, 1938 to Mar. 11, 1939.
PORK.			
To	bbls.	bbls.	bbls.
United Kingdom	95	25	185
Continent .....	.....	.....	64
Total	95	25	249

BACON AND HAMS.

	M lbs.	M lbs.	M lbs.
United Kingdom	3,340	4,019	72,249
Continent	67	651	4,539
West Indies	6	37	86
B. N. A. Colonies .....	.....	.....	40
Other Countries .....	.....	.....	6
Total	3,413	4,707	76,920

LARD.

	M lbs.	M lbs.	M lbs.
United Kingdom	2,701	2,793	64,442
Continent	165	44	3,355
8th. and Ctl. America	559	77	3,917
West Indies	91	240	1,483
B. N. A. Colonies .....	.....	.....	68
Other Countries .....	.....	.....	107
Total	3,516	3,154	73,352

TOTAL EXPORTS BY PORTS.

	Pork, bbls.	Bacon and Hams, M lbs.	Lard, M lbs.
From			
New York	95	106	1,911
Boston .....	.....	15	.....
New Orleans .....	.....	.....	889
W. St. Johns	2,479	324	.....
Halifax .....	.....	813	392
Total week	95	3,413	3,516
Previous week	37	3,531	4,970
2 weeks ago	37	4,452	3,491
Cor. week 1938	28	4,707	3,154

SUMMARY NOV. 1, 1938 TO MAR. 11, 1939.

	1938-1939.	1937-1938.
Pork, M lbs.	50	18
Bacon and Hams, M lbs.	76,920	72,085
Lard, M lbs.	73,352	68,888

CHICAGO MID-MONTH STOCKS

Stocks of provisions at Chicago at the close of trading on March 14:

	March 14, 1939.	Feb. 28, 1939.	March 14, 1938.
P. S. lard, made since Jan. 1, 1939	27,820,753	26,989,865	.....
P. S. lard, made Oct. 1, 1938 to Jan. 1, 1939	12,026,478	13,818,509	54,829,299
P. S. lard ¹	23,303,369	25,739,044	.....
Other kinds of lard	4,646,094	4,370,129	4,694,183
D. S. cl. bellies ¹	5,885,237	5,041,540	7,438,849
D. S. rib bellies ¹	440,950	500,000	898,393
Ex. sh. cl. sides ¹ .....	.....	.....	2,400

¹Made since October 1, 1938.

²Made previous to October 1, 1938.

CHICAGO PROV. SHIPMENTS

Provision shipments from Chicago for week ended March 11, 1939, were:

	Week Mar. 11, 1939.	Previous Week.	Same Time '38.
Cured Meats, lbs.	12,790,000	14,340,000	16,285,000
Fresh Meats, lbs.	47,717,000	51,347,000	42,541,000
Lard, lbs.	3,787,000	4,202,000	1,735,000

LARD AND GREASE EXPORTS

Exports of lard from New York City, week of March 11, 1939, totaled 1,910,575 lbs.; tallow, none; greases 71,200 lbs.; stearine, none.

CHICAGO PROVISION MARKETS

REPORTED BY THE NATIONAL PROVISIONER DAILY MARKET SERVICE

FUTURE PRICES

	Open.	High.	Low.	Close.
SATURDAY, MARCH 11, 1939.				
LARD—				
Mar.	6.80	6.82½	6.80	6.75a
May	6.90	6.92	6.87½	6.82½ax
July	7.10	7.10	7.07½	7.10
Sept.	7.12½	.....	.....	7.12½b
Oct. ....	.....	.....	.....	.....

	Open.	High.	Low.	Close.
MONDAY, MARCH 13, 1939.				
Mar.	6.75	6.77½	6.75	6.75ax
May	6.87½	6.90	6.87½	6.87ax
July	7.05	7.05	7.05	7.05ax
Oct.	7.10	.....	.....	7.10ax

	Open.	High.	Low.	Close.
TUESDAY, MARCH 14, 1939.				
Mar.	6.55	6.60	6.55	6.60
May	6.70-67½	6.70	6.65	6.65b
July	6.87½-85	6.87½	6.80	6.82½
Sept.	7.00	7.00	6.97½	6.97½ax
Oct.	7.00	7.02½	7.00	7.02½ax

	Open.	High.	Low.	Close.
WEDNESDAY, MARCH 15, 1939.				
Mar.	6.55	6.60	6.55	6.60a
May	6.65	6.72½	6.65	6.65b
July	6.82½	6.87½	6.80	6.80b
Sept.	6.97½	7.02½	6.97½	6.97½
Oct.	7.02½	7.05	7.02½	7.05ax

	Open.	High.	Low.	Close.
THURSDAY, MARCH 16, 1939.				
Mar.	6.60	6.62½	6.47½	6.45n
May	6.75	6.75	6.60	6.55
July	6.85	6.85	6.77½	6.70b
Sept.	6.97½	6.97½	6.82½	6.87½b
Oct.	6.97½	6.97½	6.82½	6.92½

	Open.	High.	Low.	Close.
FRIDAY, MARCH 17, 1939.				
Mar.	6.52½	6.57½	6.50	6.42½n
May	6.57½	6.75	6.57½	6.52½ax
July	6.77½-75	6.80	6.67½	6.67½
Sept.	6.92½	6.92½	6.80	6.80ax
Oct.	6.92½	6.92½	6.80	6.90ax

Key: ax, asked; b, bid; n, nominal; —, split.

MEAT IMPORTS AT NEW YORK

Imports for week ended March 10:

Point of origin.	Commodity.	Amount, lbs.
Argentina—Canned corned beef	170,737
—Roast beef in tins	28,026
Brazil—Canned corned beef	270,000
Canada—Fresh chilled pork cuts	3,985
—Fresh frozen ham	4,890
—Fresh frozen beef livers	907
—Fresh frozen beef cuts	7,624
—Smoked sausage	677
—Smoked bacon	3,224
Denmark—Cooked ham in tins	25,817
England—Meat paste in jars	86
Estonia—Cooked ham in tins	91,155
—Smoked bacon	82
—Cooked picnics in tins	13,630
—Tinned cooked shoulders	504
—Tinned cooked pork butts	402
France—Liverpaste in tins	423
Germany—Cooked ham in tins	5,860
—Smoked ham	1,153
—Smoked sausage	7,216
Holland—Cooked ham in tins	120,760
—Cooked pork loins in tins	2,287
—Smoked ham	3,320
—Tinned cooked shoulders	24,085
—Cooked picnics in tins	13,362
—Cooked pork butts in tins	7,914
—Tinned liverpaste	904
Hungary—Cooked ham in tins	62,907
—Cooked picnics in tins	26,204
—Cooked pork loins	5,760
Irish Free State—Smoked bacon	3,109
—Smoked ham	1,250
Italy—Smoked sausage	37,332
Lithuania—Cooked ham in tins	24,425
—Cooked picnics in tins	6,187
Paraguay—Beef extract in tins	1,653
Poland—Smoked bacon	3,749
—D. S. pork butts	3,000
—Cooked ham in tins	143,901
—Cooked pork butts in tins	4,392
—Ckd. shoulders in tins	3,989
—Ckd. picnics in tins	5,850
—Ckd. pork loins in tins	2,952
Romania—Ckd. hams in tins	46,156
—Ckd. picnics in tins	20,532
Switzerland—Granulated bouillon	227
—Bouillon cubes	14,068
—Soup tablets	3,462

CASH PRICES

Based on actual carlot trading Thursday, March 16, 1939.

	Green.	*S.P.
REGULAR HAMS.		
8-10	18	18½
10-12	17	18
12-14	16½	17½
14-16	16½	17
16-18 Range	16½	.....

	Green.	*S.P.
BOILING HAMS.		
16-18	14½	16
18-20	14½	15½
20-22	14½	16½
16-20 Range	14½	.....
16-22 Range	14½	.....

	Green.	*S.P.
SKINNED HAMS.		
10-12	18½	19
12-14	18	18½
14-16	16½	17½
16-18	16	16½
18-20	15½	16½
20-22	15½	16½
22-24	15	16½
24-26	15	16½
26-30	14½	14½
25/up, No. 2's inc.	14½	.....

	Green.	*S.P.
PICNICS.		
4-6	12½	12½
6-8	10½	11½
8-10	10½	11
10-12	10½	11
12-14	10½	11
8/up, No. 2's inc.	10½	.....

	Green.	*D.C.
BELLIES.		
(Square cut seedless)		
6-8	14	15
8-10	12½	13½
10-12	11½	12½
12-14	11½	12½
14-16	11	12
16-18	10½	11½

*Quotations represent No. 1 new cure.

	Clear.	Rib.
D. S. BELLIES.		
14-16	9½n	.....
16-18	9½n	.....
18-20	9½n	.....
20-25	9½	9½
25-30	9½	9½
30-35	8½	8½
35-40	8½	8½
40-50	8½	8½

	Clear.	Rib.
D. S. FAT BACKS.		
6-8	5	5½
8-10	5	5½
10-12	5	5½
12-14	5	5½
14-16	5	5½
16-18	5	5½
18-20	5	5½
20-25	5	5½

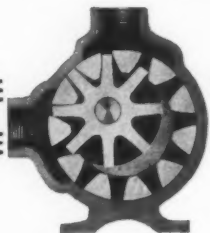
	Clear.	Rib.
OTHER D. S. MEATS.		
Extra Short Clears	35-45	8½n
Extra Short Ribs	35-45	8½n
Regular Plates	6-8	7½
Clear Plates	4-6	5½
D. S. Jowl Butts .....	.....	6
S. P. Jowls .....	.....	6½
Green Square Jowls .....	.....	7½
Green Rough Jowls .....	.....	5½ @ 6

	Clear.	Rib.
LARD.		
Prime Steam, cash	6.50n	.....
Prime Steam, loose	5.95	.....
Neutral, in tierces	8.00n	.....
Raw Leaf	6.00n	.....

URUGUAY'S EXPORTS DROP

Exports of refrigerated meat from Uruguay during January, 1939, totaled 4,472 tons, a decrease of 37 per cent from the 7,150 tons exported in January, 1938. Bulk of the exports went to the United Kingdom.

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CLEVE-O-CEMENT

U. S. Meat Stocks Low

(Continued from page 31.)

lbs. on March 1. This is 10,000,000 lbs. less than the supply on hand a year ago and is 50,000,000 lbs. under the 5-year average for beef stocks. The situation is attributed to scarcity of plain cattle adaptable to manufacturing uses and the smaller runs of all cattle. As a result, everything possible is being sold in carcass form or in cuts rather than being conserved for manufacturing purposes. However, meat supplies for manufacturing purposes should increase with heavier hog runs, which are expected to be much larger this year.

Stocks of meat and lard on hand on March 1, 1939, with comparisons, are

reported by the U. S. Bureau of Agricultural Economics as follows:

MEAT AND LARD STOCKS.

	Mar. 1, '39, lbs.	Feb. 1, '39, lbs.	5-year av., Mar. 1-lbs.
Beef, frozen....	32,293,000	37,677,000	75,423,000
In cure.....	10,815,000	12,005,000	15,450,000
Cured.....	3,619,000	3,384,000	8,510,000
Pork, frozen....	226,031,000	221,155,000	208,572,000
D. S. in cure..	42,038,000	42,127,000	44,401,000
D. S. cured....	29,417,000	25,764,000	43,462,000
S. P. in cure..	147,751,000	149,823,000	107,298,000
S. P. cured....	97,566,000	90,542,000	148,329,000
Lamb & mutton, frozen.....	2,764,000	2,925,000	4,490,000
Frozen & cured trmgs., etc....	67,456,000	76,238,000	85,781,000
Lard.....	125,372,000	132,078,000	130,884,000

Product placed in cure during:

	Feb., 1939.	Feb., 1938.
Beef frozen.....	9,256,000	12,042,000
Beef placed in cure....	4,565,000	4,437,000
Pork frozen.....	49,519,000	52,782,000
D. S. pork placed in cure.	37,005,000	36,702,000
S. P. pork placed in cure.	134,137,000	124,296,000
Lamb and mutton, frozen	800,000	911,000

Less pork went into the freezer during February this year than a year ago, but approximately 10,000,000 lbs. more went into cure during the month than in the like period last year. The amount of beef frozen or cured was considerably less than in February, 1938.

Supplementing low stocks of meat on hand March 1, 1939, are stocks of frozen poultry totaling 116,300,000 lbs. These are well above those of a year ago and of the 5-year average for the period.

Careless work in hog scalding costs money. Read "PORK PACKING," The National Provisioner's pork handbook.

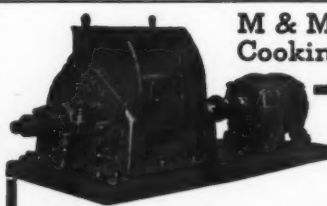
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TALLOW AND GREASES

WEEKLY MARKET REVIEW

TALLOW.—Moderate but steady daily trade was reported in the tallow market at New York this week. Prices were steady, but offerings were limited and the turnover was estimated at 250,000 to 350,000 lbs. Extra sold at 5½¢, delivered, or unchanged from the previous week.

Consumers were not inclined to reach for supplies, but appeared willing to take on material at current prices. There were reports in the trade that recent business has been large enough to keep producers fairly well sold up, and as a result they are inclined to offer sparingly awaiting better values.

At New York, special was quoted at 5¼@5½¢; extra, 5½¢, delivered, and edible, 5½¢@5½¢ nominal.

Foreign tallow offerings were unchanged and materially above the domestic market. South American No. 1 was quoted at 3¼@3½¢; No. 2, 3@3¼¢, and edible, 3½¢@3¼¢, all c.i.f.

There was no London tallow auction this week. At Liverpool, Argentine beef tallow, March-April shipment, was 6d higher at 18s. Australian good mixed, March-April shipment, was 3d higher at 17s 3d.

Tallow futures at New York were dull but steady. March was quoted at 5.45@5.70; May, 5.45@5.70, and July, 5.55@5.75.

Tallow market at Chicago was quiet during the past week, but prices were steady on moderate offerings. Prime was salable at 5½¢, Chicago and Cincinnati, last weekend, with large producers asking ¼¢ more. Couple tanks prime sold Tuesday at 5½¢, Chicago, and special moved at 5¼¢, Chicago. Few tanks No. 3 reported Wednesday at 5¢, Chicago. Market appeared about unchanged Thursday with offerings and demand light. Scattered offerings outside regular specifications were moving at irregular prices. Chicago quotations, loose basis, on Thursday:

Edible tallow	@5½¢
Fancy tallow	5½¢@5½¢
Prime packers	@5½¢
Special tallow	@5½¢
No. 1 tallow	@5½¢

STEARINE.—Last trading in oleo stearine at New York was at 6½¢, but the market was quiet and steady and quoted at 6½¢@7¢.

Chicago trade in stearine was moderate. The market was steady with prime oleo quoted at 6½¢.

OLEO OIL.—Demand was moderate at New York and the market was steady and unchanged. Extra was quoted at 8@8¼¢; prime, 7¼¢@8¢, and lower grades, 7½¢@7¼¢.

Demand continued fair at Chicago. Extra oleo oil was steady at 7¼¢ and prime at 7½¢.

LARD OIL.—Demand was fair at New York and the market was firmer. No. 1 was quoted at 9¢; No. 2, 8½¢; extra, 9½¢; extra No. 1, 9¼¢; extra winter strained, 9¼¢; prime burning, 10¼¢, and inedible, 10¢.

(See page 41 for later markets.)

NEATSFOOT OIL.—The market was quiet and steady at New York. Cold test was quoted at 14¼¢; extra, 9¼¢; No. 1, 9¢; pure, 11¼¢, and prime was quoted at 9½¢.

GREASES.—The grease market at New York was moderately active and barely steady. The last business in yellow and house passed at 5¢, a decline of ¼¢ from a week ago. However, offerings were not large and there was further buying interest in the market at the 5¢ level. Producers noted the steadiness in tallow and expectations of a slightly better market for tallow and, consequently, were inclined to go slow on greases pending developments in other fats and oils.

At New York, yellow and house was quoted at 5@5½¢; brown, 4½¢, and choice white, 5½¢@5½¢.

Greases were about unchanged in a quiet market at Chicago this week. White grease was salable last weekend at 5½¢, Chicago, with offerings ¼¢ higher. Bids on white were reduced to 5½¢, Chicago, early this week; some white moved Wednesday at 5½¢, Chicago, and car of drum yellow sold at 4½¢, Chicago; car of better than ordinary yellow in drums was reported at about 5¢, outside point. White grease was offered Thursday at 5½¢, Chicago; bidding 5½¢, Cincinnati. Quotations on Thursday were:

Choice white grease	@5½¢
A-white grease	@5½¢
B-white	@5½¢
Yellow grease, 10-15 l.f.a.	@4½¢
Yellow grease, 15-20 l.f.a.	@4½¢
Brown grease	4½¢@4½¢

BY-PRODUCTS MARKETS

Chicago, March 17, 1939.

Market on animal proteins continues rather quiet with limited offerings and prices firm.

Blood.

	Unit
Ammonia.	
Unground	\$3.30@3.35

Digester Feed Tankage Materials.

Sales of 11-12½% feeding tankage during the week within list price range.

Unground, 11 to 12½% ammonia...	\$3.75@4.00 & 10¢
Unground, 6 to 10½%, choice	
quality	4.00@4.10 & 10¢
Liquid stick	@2.50

Packingshouse Feeds.

Demand continues good for packing-

house feeds at the prices quoted here.

	Carlots,
	Per ton.
Digester tankage meat meal, 60%...	@53.00
Meat and bone scraps, 50%	@52.50
Blood-meal	@62.50
Special steam bone-meal	@45.00

Bone Meals (Fertilizer Grades).

Bone meal market unchanged at quoted prices.

	Per ton.
Steam, ground, 3 & 50	\$25.00@27.50
Steam, ground, 2 & 26	25.00@27.50

Fertilizer Materials.

Fertilizer tankage market continues quiet.

	Per ton.
High grd. tankage, ground	
10@11% am.	@ 3.35 & 10¢
Bone tankage, ungrd., per ton.	20.00@22.50
Hoof meal	@ 2.75

Dry Rendered Tankage.

Sales of low test cracklings at 82½¢. Buyers offered 77½¢ for high test. Sellers holding at 80¢.

Hard pressed and expeller unground,	
per unit protein	\$.80@.82½
Soft prod. pork, ac. grease and	
quality, ton	@45.00
Soft prod. beef, ac. grease & quality,	
ton	@35.00

Gelatine and Glue Stocks.

No change in the generally weak situation in the gelatine and glue stocks.

	Per ton.
Calf trimmings	@17.00
Sinews, pizzles	@16.00
Cattle jaws, skulls and knuckles.	20.00@22.50
Hide trimmings	@12.00
Pig skin scraps and trim, per lb., l.c.l.	3¢@3¼¢

Horns, Bones and Hoofs.

Little change in this market. Hoofs continue in fair demand.

	Per ton.
Horns, according to grade	\$35.00@60.00
Cattle hoofs, house run	@30.00
Jack bones	16.00@18.00
(Note—foregoing prices are for mixed carlots of unassorted materials.)	

Animal Hair.

Hair market quiet and unchanged.

Winter coil dried, per ton	\$30.00@35.00
Summer coil dried, per ton	20.00@25.00
Winter processed, black, lb.	6¢@6¼¢
Winter processed, gray, lb.	5¢@5¼¢
Cattle switches	1¼¢@2¢

EASTERN FERTILIZER MARKETS

New York, March 15, 1939.

No recent sales of feeding or fertilizer tankage have been made around New York. Some outside productions of feeding tankage are offered at \$3.50 and 10¢, f.o.b. shipping points. Demand for feeding tankage has not been good and stocks are very light.

No recent sales of dried blood have been made at New York and the nominal quotation is about \$3.10 per unit of ammonia, f.o.b. New York.

Steamed bone meal supply, both foreign and domestic, has not been as limited in years as this year.

The demand for raw bone meal is

normal as prices remain about steady.

Demand for fish meal has not been as good as expected for this time of the year.

FERTILIZER PRICES

BASIS NEW YORK DELIVERY.

Ammoniates.	
Ammonium sulphate, bulk, per ton, basis ex-vessel Atlantic ports, March to June, 1939, inclusive.....	@28.00
Blood, dried, 16% per unit.....	@ 3.10
Unground fish scrap, dried, 11½% ammonia, 15 % B. P. L., f.o.b. fish factory.....	nominal
Fish meal, foreign, 11½% ammonia, 10% B. P. L., c.i.f. spot.....	@48.00
March shipment.....	@48.00
Fish scrap, acidulated, 7% ammonia, 3% A. P. A., f.o.b. fish factories....	2.50 & 50c
Soda nitrate, per net ton; bulk, March to June 1939 inclusive, ex-vessel Atlantic and Gulf ports.....	@27.00
In 200-lb. bags.....	@28.30
In 100-lb. bags.....	@29.00
Tankage, ground, 10% ammonia, 10% B. P. L., bulk.....	3.35 & 10c
Tankage, unground, 10-12% ammonia, 15% B. P. L., bulk.....	3.50 & 10c
Phosphates.	
Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.....	@23.50
Bone meal, raw, 4½% and 50%, in bags, per ton, c.i.f.....	@26.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% fat.....	@ 8.00
Dry Rendered Tankage.	
50% protein, unground.....	@80c
80% protein, unground.....	@82½c

TALLOW FUTURE TRADING

MONDAY, MARCH 13, 1939.			
	High.	Low.	Close.
March.....	5.45@5.70		
May.....	5.45@5.70		
June.....	5.50@5.75		
July.....	5.55@5.75		
August.....	5.60@5.80		
TUESDAY, MARCH 14, 1939.			
March.....	5.45@5.70		
May.....	5.45@5.70		
June.....	5.50@5.75		
July.....	5.55@5.75		
August.....	5.60@5.80		
WEDNESDAY, MARCH 15, 1939.			
March.....	5.45@5.70		
May.....	5.45@5.70		
June.....	5.50@5.75		
July.....	5.55@5.75		
August.....	5.60@5.80		
THURSDAY, MARCH 16, 1939.			
March.....	5.40@5.65		
May.....	5.45@5.70		
June.....	5.50@5.75		
July.....	5.55@5.75		
August.....	5.60@5.80		
FRIDAY, MARCH 17, 1939.			
May.....	@ 5.50		
July.....	@ 5.50		

COTTONSEED PRODUCTS EXPORTS AND IMPORTS

For six months ended Jan. 31, 1939:

Exports:	1939.	1938.
Oil, crude, lbs.....	109,805	2,183,792
Oil, refined, lbs.....	1,850,370	4,030,264
Cake and meal, tons.....	13,783	65,636
Linters, running bales.....	116,872	153,487
Imports:		
Oil, crude, lbs.....	None	4,094
Oil, refined, lbs.....	*35,991,284	20,971,705
Cake and meal, tons.....	2,228	3,443
Linters, bales.....	17,238	7,309

*Amounts for February not included above are 714,800 pounds crude, and 4,226,057 refined, "entered direct for consumption," 5,846,421 refined, "withdrawn from warehouse for consumption," and 5,435,011 refined, "entered direct into warehouse."

MARGARINE TAX BILLS

Bills designed to levy taxes on margarine and vegetable oil shortenings are receiving considerable attention by state legislatures during current sessions. So far this year, bills taxing margarine have been introduced in ten states and measures levying a tax on shortening in four states, proposed taxes ranging from 2 to 15 cents per lb.

States now considering such bills, and the nature of the bills, are as follows:

Colorado, 7c per lb. on shortening and margarine; Georgia, 1c per lb. on margarine; Iowa, 5c per lb. on shortening, also bill prohibiting use of margarine in state institutions; Kansas, 2 per cent tax on shortening and margarine; Michigan, 5c per lb. on margarine and imposition of license tax on dealers; Minnesota, 10c per lb. on all margarine (20c per lb. on cottonseed oil margarine), and resolution asking Congress to tax margarine at least 5c per lb.; Montana, 10c per lb. on margarine and license fees for dealers.

New York, 5c per lb. on margarine, also annual tax of \$1,000 on margarine manufacturers, \$500 on wholesalers and \$100 on retailers, plus prohibition of use of margarine in state institutions or by relief agencies; Oregon, 15c per lb. on margarine; Tennessee, bill to remove present 10c tax from margarine made of domestic oils; Utah, bill to remove 5c tax from margarine made of domestic oils; Vermont, 5c per lb. on margarine; Wisconsin, 15c per lb. on vegetable shortening.

The Minnesota measures have been passed by both houses, while the Montana and Wisconsin bills are reported to have been killed. The Tennessee bill

has passed the house and is now before the senate. License fees sought in the Michigan bill are \$2,500 for manufacturers, \$1,000 for wholesalers, jobbers and distributors and \$100 for retailers. In introducing the measure on March 6, Sen. D. Hale Brake explained it was meant "to make requirements and fees so high that oleo will have to be butter to be sold in Michigan."

FAT MARKETS IN FRANCE

(Special Report to The National Provisioner from Emmanuel Weidling & A. Bloch, 12 Rue Lamartine, Paris.)

Paris, February 28, 1939.

LARD: Market very weak. Actual quotation for refined pure lard 850 francs per 100 kilos.

TALLOW: Market has been quiet during course of this month. It is, however, a little firmer since the last two or three days. Paris actual official quotation for acid melted tallow is 270 francs per 100 kilos, naked, unchanged on January quotation.

VEGETABLE OILS: Market firmer. Soapmaking groundnut oil quoted at 391 francs per 100 kilos, naked, against 385 at end of January. Edible grades unchanged at 480 to 525 per 100 kilos, naked. Copra oil 317 francs per 100 kilos, naked, against 300 in January.

HULL OIL MARKETS

Hull, England, March 15, 1939.—Refined cotton oil, 20s 6d. Egyptian crude was quoted at 17s 6d.

COTTONSEED PRODUCTS MANUFACTURED AND CONSUMED

As reported for the seven months ended February 28, 1939, and 1938:

COTTONSEED RECEIVED, CRUSHED, AND ON HAND (TONS).

	Received at mills*		Crushed		On hand at mills	
	Aug. 1 to Feb. 28, 1939.	1938.	Aug. 1 to Feb. 28, 1939.	1938.	Feb. 28, 1939.	Feb. 28, 1938.
United States.....	3,895,112	6,076,969	3,446,107	4,957,773	781,615	1,100,771
Alabama.....	286,341	383,081	236,353	337,454	41,949	45,908
Arkansas.....	440,301	601,229	371,651	452,424	88,872	148,689
California.....	150,399	278,635	126,348	151,554	45,765	132,549
Georgia.....	281,498	538,042	247,582	479,595	49,210	90,775
Louisiana.....	170,436	259,820	168,392	242,037	8,916	17,987
Mississippi.....	631,612	942,221	478,440	680,900	193,970	269,287
North Carolina.....	135,286	273,009	131,798	246,970	11,283	26,450
Oklahoma.....	176,600	273,714	172,639	254,424	7,331	19,792
South Carolina.....	144,688	251,020	137,046	254,043	8,294	17,627
Tennessee.....	349,840	418,501	277,215	337,605	85,235	81,390
Texas.....	969,499	1,585,898	962,345	1,364,840	189,227	253,930
All other states.....	178,612	261,790	134,188	175,927	52,463	86,468

*Includes seed destroyed at mills but not 337,118 tons and 42,394 tons on hand Aug. 1 nor 29,364 tons and 113,909 tons reshipped for 1939 and 1938 respectively.

COTTONSEED PRODUCTS MANUFACTURED, SHIPPED OUT, AND ON HAND.

	Season.	On hand		Produced Aug. 1 to Feb. 28.		Shipped out Aug. 1 to Feb. 28.		On hand Feb. 28.
		Aug. 1.	Aug. 1.	Aug. 1.	Aug. 1.	Aug. 1.	Aug. 1.	
Crude oil.....	1938-39	*33,833,717	1,070,339,900	958,700,861	*180,666,037			
(pounds).....	1937-38	11,141,266	1,512,448,711	1,436,980,580	203,900,988			
Refined oil.....	1938-39	748,927,952	**862,813,966		*633,329,042			
(pounds).....	1937-38	441,052,343	1,188,895,281		514,703,081			
Cake and meal.....	1938-39	214,611	1,548,333	1,517,722	245,221			
(tons).....	1937-38	41,952	2,297,326	1,997,489	251,589			
Hulls.....	1938-39	133,153	894,415	886,101	141,467			
(tons).....	1937-38	43,422	1,266,126	1,162,962	146,646			
Linters.....	1938-39	457,464	848,292	743,623	562,133			
(running bales).....	1937-38	61,547	1,130,722	676,859	515,419			
Hull fiber.....	1938-39	30,334	28,096	29,969	28,721			
(500-lb. bales).....	1937-38	1,828	48,408	19,215	31,921			
Grablots, notes, etc.....	1938-39	36,592	42,799	38,438	40,953			
(500-lb. bales).....	1937-38	7,379	60,839	22,650	45,568			

*Includes 11,339,523 and 32,974,624 pounds held by refining and manufacturing establishments and 12,855,230 and 26,413,400 pounds in transit to refiners and consumers August 1, 1938 and Feb. 28, 1939 respectively.

**Includes 5,199,739 and 7,929,538 pounds held by refiners, brokers, agents, and warehousemen at places other than refineries and manufacturing establishments and 7,696,711 and 5,813,451 pounds in transit to manufacturers of shortening, oleomargarine, soap, etc., August 1, 1938 and Feb. 28, 1939 respectively.

**Produced from 915,122,280 pounds of oil.

VEGETABLE OILS

WEEKLY MARKET REVIEW

COTTONSEED oil futures backed and filled over a narrow range in quieter trade at New York during the past week. The undertone was steady, but there was a disposition to go slow pending developments in Washington in connection with cotton and foreign oil legislation.

Commission house trade was mixed, being first on one side and then on the other, while the local element was mainly inclined to operate against the bulges. Trade house support was apparent on the setbacks with trade brokers buying May and selling the later months. The open interest in the market appeared largely content to ride along and await developments.

Speculative longs not only expect favorable action on the Smith cotton bill, but also that every effort will be made to apply it to the 1939 crop. There was less confidence in the trade over the prospects for the bill to increase processing taxes on foreign oils.

These conditions served to slow down outside operations in the market. Hedge selling was on a small scale, as crude oil was not coming out freely, and hedging was offset by new buying from the South, presumably partly against sales of crude for mill account.

February Consumption Light

February consumption of cottonseed oil was disappointingly light at 217,781 bbls. against 417,739 bbls. during February, 1938. Consumption for the seven months ended with February was 1,788,000 bbls., or about 1,000,000 bbls. behind the same time in 1938 when consumption totaled 2,788,000 bbls.

Visible supply of oil at the beginning of March was 2,557,900 bbls. against 2,588,700 bbls. for the same time last year. Consumption and stocks for the season to date follow:

CONSUMPTION.			
	1938-39.	1937-38.	
August	330,358	315,102	
September	201,879	408,217	
October	281,028	487,387	
November	263,024	427,605	
December	209,796	353,459	
January	229,066	378,092	
February	217,781	417,739	

VISIBLE SUPPLY.			
	1938-39.	1937-38.	
August	1,386,400	1,110,600	
September	2,014,900	1,740,500	
October	2,580,300	2,248,700	
November	2,763,000	2,614,700	
December	2,780,500	2,788,600	
January	2,688,400	2,744,500	
February	2,557,900	2,588,700	

It is apparent that the market is faced with the prospect of a large carry-over unless demand broadens. This is important because lard production is expected to be larger this year than last

and, consequently, will compete more sharply with vegetable shortening for the favor of consumers.

Crude oil was steady and quiet this week with Southeast and Valley trading at 5½¢@5½¢. Bids were around 5½¢ and mill ideas were about 6¢. Crude oil is becoming less of a market factor because the crop has been pretty closely sold up. The unsold remainder is strongly held. The large visible stocks of oil are mainly in the strongest hands of the trade.

COCONUT OIL.—Demand was quiet at New York but the market was steady at 3½¢. There were reports of resales at 2½¢ on the Pacific Coast.

CORN OIL.—Trade was quiet and the market nominal at New York at 6½¢.

SOYBEAN OIL.—A steadier tone was noted in this market at New York. Spot and forward were quoted at 5¢ and some mills were talking 5½¢ for shipment. Buyers' ideas were around 4½¢.

PALM OIL.—Demand was rather slow at New York but sellers maintained their ideas. Nigre was quoted at 2.90¢ and Sumatra at 2½¢.

PALM KERNEL OIL.—Nominal conditions prevailed at New York with the market quoted at 3½¢.

OLIVE OIL.—A slightly softer tone was evident at New York due to lack of demand. Tanks were quoted at 6½¢@6½¢.

PEANUT OIL.—Offerings from mills continued light and the market was largely nominal on a basis of 6½¢ to 6½¢.

COTTONSEED OIL.—Crude oil was quoted in Southeast and Valley Wednes-

day at 5½¢ bid; Texas, 5½¢ nominal at common points, and Dallas, 5½¢ nominal.

Futures market transactions for the week at New York were as follows:

FRIDAY, MARCH 10, 1939.					
Sales.	Range.		Closing.		
	High.	Low.	Bid.	Asked.	
Mar.	...	...	707	714	
April	...	...	710	nom	
May	52	726	719	trad	
June	...	...	719	nom	
July	47	733	724	728	trad
Aug.	...	...	728	nom	
Sept.	53	744	733	736	737
Oct.	28	745	735	738	739

SATURDAY, MARCH 11, 1939.					
Mar.	1	708	708	692	700
April	...	...	...	700	nom
May	6	707	705	704	706
June	...	...	...	705	nom
July	11	719	714	714	trad
Aug.	...	...	...	716	nom
Sept.	31	730	724	723	725
Oct.	3	725	725	725	trad

MONDAY, MARCH 13, 1939.					
Mar.	1	695	695	695	695
April	...	...	...	695	nom
May	24	704	701	703	705
June	...	...	...	703	nom
July	15	714	710	714	trad
Aug.	...	...	...	714	nom
Sept.	48	724	720	724	trad
Oct.	3	724	724	725	727

TUESDAY, MARCH 14, 1939.					
Mar.	6	697	693	693	97tr
April	...	...	...	695	nom
May	40	702	697	698	701
June	...	...	...	700	nom
July	20	712	709	711	713
Aug.	...	...	...	711	nom
Sept.	54	723	718	721	trad
Oct.	4	722	720	723	724

WEDNESDAY, MARCH 15, 1939.					
Mar.	7	693	687	687	697
April	...	...	...	695	nom
May	4	698	696	696	698
June	...	...	...	696	nom
July	23	712	705	709	711
Aug.	...	...	...	710	nom
Sept.	30	724	716	720	trad
Oct.	5	722	720	720	723

THURSDAY, MARCH 16, 1939.					
May	...	...	690	687	691
July	...	...	705	699	704
September	...	...	716	709	715
October	...	...	717	712	717

(See page 41 for later markets.)

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., March 16, 1939.—Cotton oil futures were down for the week about 20 points, due to uncertainties in cotton legislation at Washington. Crude was steady at 5½¢@5½¢ lb., f.o.b. mills, with both buyers and sellers uninterested. Reports indicate that March consumption is heavier than either January or February. Soapstock and black grease are shade easier and offerings light.

Dallas

(Special Wire to The National Provisioner.)

Dallas, Texas, March 16, 1939.—Forty-three per cent cottonseed cake and meal, Dallas basis, for interstate shipment, \$25.25. Basis prime cottonseed oil 5.50@5.65¢ bid by location.

TAXES ON FOREIGN OILS

Senate finance committee hearings on bills proposing to raise excise taxes on imported fats and oils from the present 3 to 5 cents per pound continued this week (see THE NATIONAL PROVISIONER of March 11, page 34). At the close of hearings last week Senator Tom Connally redrafted his measure to provide that the tax increase should not become effective so long as it was in conflict with provisions of any tariff bargain, but directing that all such agreements be terminated at the earliest date possible to permit the increase to become effective. Secretary of State Hull had opposed higher taxes on the ground that they would violate trade agreements now in force.

Watch Classified page for good men.

HIDES AND SKINS

WEEKLY MARKET REVIEW

Chicago

PACKER HIDES.—There was a light trade in packer hides this week at steady prices and the market appears firm at present levels. Total reported sales were about 25,000 hides, but this has ceased to be an accurate index to the actual movement of hides in recent weeks, because of the large quantity which have been sold for delivery against contracts on the Exchange.

Certificated stocks of hides in Exchange warehouses have increased from 916,448 on Jan. 31st of this year to a total of 1,101,439 on March 14th; included in this total are about 87,000 South American hides in storage at New York. In addition, there are a total of 143,496 hides awaiting certification. These hides will, of course, come back on the market at some future time. Meanwhile, packers have been able to dispose of the usually slow moving winter northern light native cows, and bookings to private tanning accounts have also helped packers to maintain a fairly good position as regards unsold stocks. Tanners were credited with buying most of the hides moved in the spot market this week.

One lot of 1,200 Nov.-Dec. native steers sold early at 11c and this figure is firmly asked for the early take-off, and 10½c for Jan. to Mar. natives. Association sold 1,000 Mar. extreme light native steers at steady figure of 11½c.

One packer sold 7,000 mostly Feb. butt branded steers at close of last week at 10½c. Jan.-Feb. Colorados last sold at 10½c and this figure is available for more; however, packers want to move butt brands with the Colorados. Heavy Texas steers of winter take-off are quotable 10½c, and light Texas steers 9½c nom.; extreme light Texas steers last sold at 10½c.

A car of Feb. heavy native cows sold at last week-end at 10½c. Total of 9,600 Feb.-Mar. light native cows moved at 10½c to tanners, and Association sold 1,000 Mar. light cows also at 10½c; this figure available for more from light average points, or River points. One lot of 2,400 Feb.-Mar. branded cows moved to tanners at 10½c.

Bulls are in light supply, with 7½c last paid for natives and 6½c for branded bulls.

An outside independent packer sold March production of about 12,000 hides this week, with native and butt branded steers going at 10½c, Colorados 10½c, extreme light native steers 11c, light native cows 10½c and branded cows 10½c, reported going to a dealer.

While trading was not overly active this week, the spot market apparently has not been affected to any great ex-

tent by rather wide swings in hide futures prices due to disturbing political news from Central Europe.

OUTSIDE SMALL PACKER HIDES.—Demand continues to run almost entirely to light average small packer stock, around 42-43 lb., and such hides are salable around 10c, selected, Chgo. freight basis, for natives, brands ½c less; however, light average hides are scarce. Various lots of heavier average, around 48-50 lb., are offered at 10c and unsold. Steady buyers of outside small packer stock report that hides are not only running 3 to 5 lbs. heavier average this year but that production of certain individual plants is considerably smaller than normal.

PACIFIC COAST.—The Coast market was quiet this week, following the broad movement of previous two weeks. Last trading was at 8½c, flat, for Feb. steers and cows, f.o.b. Los Angeles.

FOREIGN WET SALTED HIDES.—Quietness in the South American market early this week was attributed in part to the unsettled conditions in Central Europe, as well as a fairly well sold up position. A sale of 2,000 Uruguay Nacional steers was reported early in the week at \$38.50 Uruguay gold, equal to 11½@11¼¢, c.i.f. New York, steady with price reported late last week. Late this week, 6,000 Argentine steers sold at 74 pesos, equal to 11½¢, or about ½c below the price of 77½ pesos or 12c paid late last week on 2,000 LaBlancas, previously reported. Due to reversal of seasons there, these hides are now approaching the season of less desirable quality. A pack of 2,500 Argentine reject steers was also reported equal to 10½¢, steady with sales last mid-week.

LATER: Sales 4,000 La Platas and 4,000 La Blancas at 74 pesos or 11½¢ steady.

COUNTRY HIDES.—Light offerings of all-weights from interior points, and a lack of desire on the part of dealers to move their light hides and hold the heavies alone, tend to restrict trading in country hides. Untrimmed all-weights range 8½@8¼¢, selected, del'd Chgo., with light average stock said to be salable around top figure. Heavy steers and cows dull at 7½c asked; some quote 7@7½c nom. Buff weights firm around 9@9¼¢ trimmed; some ask higher. Extremes are salable at 11c, trimmed; quoted 11@11¼¢. Bulls listed 5½@6¢ flat. All-weight branded hides 7½@7¼¢ flat.

CALFSKINS.—Packer calfskins were quiet but apparently firmly held, being fairly well sold up on northern heavies and lights. Last trading in northern heavies 9½/15 lb. was at 18½c for Mar. skins and 19c is now asked; Jan.-Feb. River point heavies

last sold at 17½c and more available. Light calf, under 9½ lb., last sold at 17½c for Feb. skins, with 18c now asked.

LATER: Two packers sold total of 17,000 March heavy northern calfskins at 18½c; another sold 7,000 March heavy calf at 18½c for northern and 17½c for River points, steady prices; fourth packer credited with selling same basis.

Chicago city calfskins were well sold up earlier at 15c for 8/10 lb. and 15½c for 10/15 lb.; offerings are light, with at least ½c more wanted, some talking a cent higher, while bids were declined at last trading prices. Outside cities, 8/15 lb., quoted around 15@15½c; straight countries around 11c. Bids of \$1.10, last trading price, were declined for city light calf and deacons.

KIPSKINS.—Packer kipskins are in a waiting position, with Feb. production and also part of Jan. unsold. Last trading in Jan. northern natives was at 14½c, and Jan. northern over-weights at 13½c, with southern a cent less; branded kips quoted 12½c nom., with last sale at 12c.

Chicago city kipskins last sold at 12½c but bids that basis since declined, asking at least 13c. Outside cities quoted 12½c nom.; straight countries 10½@10¼¢ flat.

Packer regular slunks last sold at 80c for Feb. skins; well sold up.

HORSEHIDES.—There has been a fair movement of horsehides recently at firm prices. Good city renderers, with manes and tails, quoted \$3.30@3.40, selected, f.o.b. shipping points; ordinary trimmed renderers quoted \$3.10@3.15, del'd Chgo.; mixed city and country lots range \$2.75@2.90, depending upon quality.

SHEEPSKINS.—Dry pelts steady at 14@14½¢ per lb., del'd Chgo.; for full wools. Production of packer shearlings is still light and it will be probably several more weeks before shearlings start to come in quantity. Meanwhile, demand appears fairly good for the light offerings, especially on the No. 1's, and market quoted 75c for No. 1's, 40@42½c for No. 2's and 20@22½c for No. 3's; last reported sales were at 75c, 42½c and 20c for the three grades. There was further trading in pickled skins at \$3.00 per doz. big packer production and offerings were well cleaned up on this basis; now asking \$3.25. Packer wool pelts quoted \$2.00@2.05 per cwt. live basis, paid for first half March production.

New York

PACKER HIDES.—The situation remains unchanged in the New York market. All packers hold Dec. to Feb. native steers and 11c is usually asked. One packer still holds Feb. butt brands; others moved their Feb. branded steers earlier at 10½c for butts and 10c for Colorados.

CALFSKINS.—Market quiet but apparently firm and holdings light. Collectors' calfskins quoted nominally around \$1.05 on 4-5's, 5-7's around \$1.35,

7-9's \$1.70, 9-12's \$2.45@2.50; packer 4-5's around \$1.15@1.20 nom., 5-7's \$1.55 nom., 7-9's last sold at \$2.05 and 9-12's at \$2.75.

NEW YORK HIDE FUTURES

Saturday, Mar. 11, 1939.—New: Mar. 11.60 b; June 12.07@12.11; Sept. 12.49@12.50; Dec. 12.83 n; Mar. (1940) 13.19@13.21; 81 lots; 7@13 lower. Old: Mar. 10.60 n; June 11.17 n; Sept. 11.42 n; no sales; 11@13 lower.

Monday, Mar. 13, 1939.—New: Mar. 11.51 n; June 11.99@12.00; Sept. 12.40; Dec. 12.75 n; Mar. (1940) 13.10 n; 132 lots; 8@9 lower. Old: Mar. 10.51 n; June 11.09 n; Sept. 11.34 n; no sales; 8@9 lower.

Tuesday, Mar. 14, 1939.—New: Mar. 11.69; June 12.15; Sept. 12.57; Dec. 12.92 n; Mar. (1940) 13.25 n; 153 lots; 15@18 higher. Old: Mar. 10.69 n; June 11.25 n; Sept. 11.50 n; no sales; 16@18 higher.

Wednesday, Mar. 15, 1939.—New: Mar. 11.36 n; June 11.85@11.86; Sept. 12.27@12.29; Dec. 12.63 n; Mar. (1940) 12.96 n; 264 lots; 29@33 lower. Old: Mar. 10.36 n; June 10.96 n; Sept. 11.21 n; no sales; 29@33 lower.

Thursday, Mar. 16, 1939.—New: Mar. 11.31 n; June 11.81@11.82; Sept. 12.22@12.23; Dec. 12.58 n; Mar. (1940) 12.93 n; 194 lots; 3@5 lower. Old: Mar. 10.31 n; June 10.91 n; Sept. 11.16 n; 2 lots; 5 lower.

Friday, March 17, 1939.—New contracts: Mar. 10.95 n; June 11.45@11.47; Sept. 11.82; Dec. (1939), 12.17; March (1940), 12.50 n; sales 421 lots; 3@12 lower. Old: Mar. 9.95 n; June 10.55 n; Sept. 10.80 n; sales 3 lots.

CHICAGO HIDE FUTURES

Saturday, Mar. 11, 1939.—Close: Mar. 11.35 n; June 12.05 ax; Sept. 12.35 ax; no sales; unchanged to 23 lower.

Monday, Mar. 13, 1939.—Close: Mar. 11.35 n; June 12.05 ax; Sept. 12.35 n; no sales; unchanged.

Tuesday, Mar. 14, 1939.—Close: Mar. 11.35 n; June 12.05 n; Sept. 12.35 n; no sales; unchanged.

Wednesday, Mar. 15, 1939.—Close: Mar. 11.35 n; June 12.05 n; Sept. 12.35 n; no sales; unchanged.

Thursday, Mar. 16, 1939.—Close: Mar. 11.35 n; June 11.95 ax; Sept. 12.20 ax; no sales; unchanged to 15 lower.

Friday, March 17, 1939.—Close: Mar. 11.35 n; June 11.25; Sept. 11.75 ax; sales 1 lot; closing unchanged to 70 lower.

LIVERPOOL PROVISION PRICES

Liverpool prices week ended March 4:

	Mar. 4, 1939. per cwt.	Feb. 24, 1938. per cwt.	Mar. 3, 1938. per cwt.
American green bellies...	\$14.57	\$14.65	\$16.06
Danish Wiltshire sides...	20.93	20.93	22.85
Canadian green sides...	18.60	17.99	19.60
American short cut green hams	18.84	18.84	20.35
American refined lard...	8.30	8.48	12.02

WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS

Provisions

Hog products were active and irregular during the latter part of the week, owing to disturbed foreign situation. Liquidation through commission houses was absorbed by packing interests and shorts. Hog run was more liberal and hogs easier but strength in grains made for rally from lows in lard.

Cottonseed Oil

Cottonseed oil was moderately active in mixed trade; undertone was barely steady. Scattered liquidation and selling with quietness in cash trade, absence of new developments in Washington, and apprehension over foreign situation induced buying in covering, halting downturns. Southeast and Valley crude 5½c lb.; Texas, 5½c lb.

Quotations on bleachable cottonseed oil at close of market on Friday were May 6.85@6.88; July 7.03; Sept. 7.15; Oct. 7.15@7.17; sales 252 lots; closing steady.

Tallow

Extra tallow was quoted at New York at 5½c lb., f.o.b.

Stearine

Stearine, 6½c @7c lb.

Friday's Lard Markets

New York, March 17, 1939.—Prices are for export. Lard, prime western, 7.00@7.10; middle western, 7.00@7.10; city, 6½c@6½c; refined continent, 7½c; South American, 7½c@7½c; Brazil kegs, 7½c@7½c; shortening, 9½c in carlots.

BRITISH PROVISION IMPORTS

Liverpool Provision Trade Association reports February imports as follows:

Bacon (including shoulders), cwts.	22,942
Hams, cwt.	27,608
Lard, tons	1,204

Approximate weekly consumption ex Liverpool stocks is given below:

	Bacon, cwts.	Hams, cwts.	Lard, tons.
February, 1939	5,497	8,561	203
January, 1939	6,821	5,669	224
February, 1938	7,061	6,077	217

BRITISH PROVISION MARKETS

Liverpool, March 16, 1939.—General provision market firm; fair demand for hams; lard poor but expect improvement soon.

Friday's prices were: Hams, American cut, 94s; Canadian hams (A.C.), 98s; bellies, English, 69s; Wiltshires, 84s; Cumberlands, 69s; Canadian Wiltshires, 89s; lard 37s 6d.

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Mar. 17, 1939, with comparisons:

PACKER HIDES.			
	Week ended Mar. 17.	Prev. week.	Cor. week, 1938.
Hvy. nat. str.	10½@11	@10½	10½@11
Hvy. Tex. str.	@10½	@10½	@10½
Hvy. butt brnd'd	@10½	@10½	@10½
atra.	@10½	@10½	@10½
Hvy. Col. str.	@10½	@10½	@10
Ex-light Tex.	@10½	@10½	@10½
Brnd'd cows	@10½	@10½	@8½
Hvy. nat. cows	@10½	@10½	@8½
Lt. nat. cows	@10½	@10½	@9
Nat. bulls	@7½	@7½	@7½
Brnd'd bulls	@6½	@6½	@6½
Calfskins	17½@19	17½@18½	18½@15½
Kips, nat.	@14½	@14½	@11
Kips, ov-wt.	@13½	@13½	@10
Kips, brnd'd	@12½	@12½	@8½
Slunks, reg.	@80	@80	@80
Slunks, brla.	35	40	30

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND OUTSIDE SMALL PACKERS.

Nat. all-wts.	9½@10½	9½@10	7½@8½
Branded	9½@9½	9@9½	7½@7½
Nat. bulls	@6½	@6½	@6½
Brnd'd bulls	@5½	@5½	@5½
Calfskins	15@16	15@15½	12@13
Kips	12½@13	@12½	9½@9½
Slunks, reg.	70	70	60
Slunks, brla.	@30n	@30n	25@30n

COUNTRY HIDES.

Hvy. steers	7@7½	7@7½n	@6½
Hvy. cows	7@7½	7@7½n	@6½
Butts	9@9½	8½@9	@8
Extremes	11@11½	@11	@8½
Bulls	5½@6	5½@6n	5½@5½
Calfskins	@11	10½@11	9½@9½
Kipskins	10½@10½	@10½	7½@8
Horsehides	2.75@3.40	2.75@3.35	2.10@2.95

SHEEPSKINS.

Pkr. shearings	@75	@75	55@60
Dry pelts	14@14½	14@14½	10@10½

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended Mar. 11, 1939, were 6,284,000 lbs.; previous week 4,772,000 lbs.; same week last year, 6,208,000 lbs.; from January 1 to Dec. 31 this year, 55,984,000 lbs.; a year ago, 43,564,000.

Shipments of hides from Chicago for the week ended Mar. 11, 1939, were 3,922,000 lbs.; previous week, 3,802,000 lbs.; same week last year, 5,123,000 lbs.; from January 1 to Dec. 31 this year, 41,412,000 lbs.; a year ago, 42,119,000.

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to March 17, 1939: To the United Kingdom, 110,279 quarters; to the Continent, 78,279. Last week to the United Kingdom 75,580 quarters; to the Continent, 50,020.

MEAT AND LARD EXPORTS

Exports of bacon, lard and tallow through port of New York during week ended March 16, were 1,113,095 lbs. lard, 52,180 lbs. bacon and 45,000 lbs. tallow.

LIVE STOCK MARKETS

WEEKLY REVIEW

DIRECT BUYING TREND

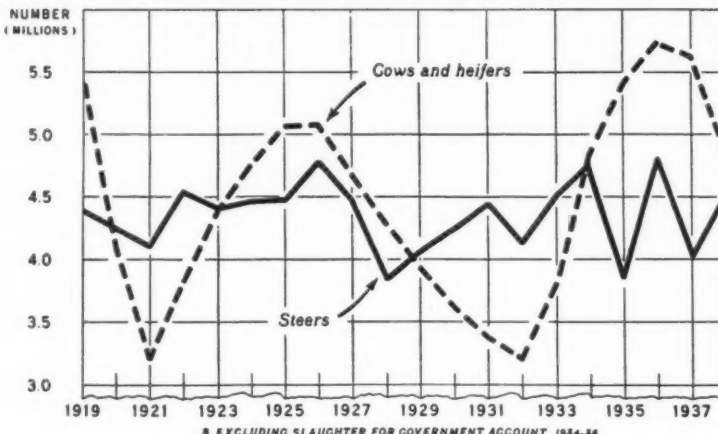
PACKERS obtained a larger proportion of their cattle, calves, and hogs for slaughter by direct purchase in 1938 than in 1937, the U. S. Bureau of Agricultural Economics states. The proportion of sheep and lambs bought direct decreased. Direct purchases of cattle comprised 25.1 per cent of total purchases compared with 22.5 per cent in the previous year. Direct purchases of other livestock in relation to the total of each kind purchased represented 35.8 per cent of the calves, 51.7 per cent of the hogs, and 31.6 per cent of the sheep and lambs. In 1937 the proportions purchased direct comprised 33.7 per cent of the calves, 48.6 per cent of the hogs, and 32.9 per cent of the sheep and lambs.

The greatest increase in direct buying in 1938 over 1937 was on the part of packers located in the Northwestern Corn Belt and those in the South Atlantic states. Packers in the South Central states also bought a larger proportion of their cattle, calves, and hogs direct than in the previous year. Concerns in the Southwestern Corn Belt, on the other hand, bought a smaller proportion of their cattle and calves direct and increased the percentage of these animals bought at public stockyards. In the Eastern Corn Belt packers increased their purchases of hogs and sheep and lambs at stockyards and bought a smaller proportion of these animals direct.

Trend in direct buying has been upward for several years and in recent years has shown a greater relative increase with respect to cattle, calves, and sheep and lambs than with hogs. The upward trend in the direct buying of hogs started earlier, and since 1932 the increase has been very gradual, except for a fairly large gain in 1938.

Sources of purchase of livestock by packers during 1938 is reported by the

FEDERALLY INSPECTED SLAUGHTER OF STEERS, AND COWS AND HEIFERS, 1919-38 *



U. S. Bureau of Agricultural Economics as follows:

	Public Stockyards.	Direct.
Cattle	7,570,000	2,542,000
Calves	3,643,000	2,028,000
Hogs	18,231,000	19,489,000
Sheep and lambs.....	13,345,000	6,171,000

SPRING LAMB CROP SMALLER

An early spring lamb crop slightly smaller than the large early crop of last year is indicated by reports received by the U. S. Bureau of Agricultural Economics. Number of early lambs for slaughter before July 1, however, will be materially smaller than last year because of very poor condition of lambs in California and Texas where a large proportion of the early crop will not reach slaughter weights and condition by July.

Weather and feed conditions in a num-

ber of the important early lambing states have been much less favorable up to March 1 than last year, and prospects for feed in some of these states during the next two months are not promising. Growing conditions last year were generally favorable throughout the season in all of the early lambing states.

In California, the most important source of early lambs, the present and prospective feed situation is very poor in most of the early lambing areas, and it now seems fairly certain that a large proportion of the early lambs will have to be sold as feeders. In Texas, which last year ranked second in the number of early lambs marketed before July 1, weather and feed conditions have been very unfavorable since the first of the year. Losses of early lambs have been heavy and most of the lambs have not made normal growth.

Conditions have been much more favorable in other early lambing states.



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CORN BELT DIRECT TRADING

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., March 16, 1939.—At 20 concentration points and 10 packing plants in Iowa and Minnesota hog receipts this week were somewhat heavier than last and much heavier than a year ago. Total for first half of March this year was about 21 percent over same period last year. Current prices compared to last week's close were unevenly 20-35 cents lower.

Good to choice 180-220-lb., \$7.00@7.45, mostly \$7.25 up at plants and 7.10 up at yards. Top of \$7.45 offered sparingly. Most 220-250-lb., \$6.90@7.25; 250-270-lb., \$6.75@7.15; 270-290-lb., \$6.70@6.95; 290-350-lb., \$6.50@6.80; a few 160-180-lb., \$7.00@7.40; sows up to 350-lb., \$6.20@6.45, few \$6.50; up to 425-lb., \$6.05@6.30; up to 550-lb., \$5.85@6.25.

Receipts for week ended March 16:

	This week.	Last week.
Friday, Mar. 10.....	18,800	28,800
Saturday, Mar. 11.....	19,300	18,100
Monday, Mar. 13.....	30,500	29,000
Tuesday, Mar. 14.....	29,900	20,900
Wednesday, Mar. 15.....	19,600	21,800
Thursday, Mar. 16.....	20,600	15,500

SLAUGHTER BY STATIONS

Livestock slaughter under federal inspection during February, by stations:

	Cattle.	Calves.	Sheep and Lambs.	Hogs.
Baltimore	6,213	1,743	1,782	51,231
Chicago	92,896	28,188	227,524	274,930
Denver	7,717	1,287	27,540	17,204
Kansas City	38,856	17,144	101,423	84,828
New York	34,002	54,745	247,044	174,738
Omaha	51,450	3,985	91,037	90,894
St. Louis	33,420	26,106	31,369	189,723
St. Paul	23,063	1,098	54,267	80,930
So. St. Paul	48,334	40,258	58,128	155,599
All other stations	316,617	210,247	520,910	1,761,351
Total: Feb.	1,414,027	799,617	2,816,675	6,933,580
1938	1,546,949	818,212	2,975,550	7,034,034
January-February, incl.				

*Includes Elburn, Ill. *Includes Jersey City and Newark, N. J. *Includes National Stock Yards and East St. Louis, Ill. *Includes Newport and St. Paul, Minn.

U. S. INSPECTED HOG KILL

At 8 points week ended March 10:

	Week ended Mar. 10.	Prev. week.	Cor. week, 1938.
Chicago	65,486	64,517	52,190
Kansas City, Kansas	20,904	22,306	14,370
Omaha	19,118	22,765	12,605
St. Louis & East St. Louis	46,898	45,136	35,583
St. Joseph	15,752	20,927	10,543
St. Paul	8,551	7,782	4,487
St. Paul	29,086	34,507	20,477
N. Y., Newark and J. C.	42,365	42,007	37,508
Total	248,160	259,947	187,823

CHICAGO PACKER PURCHASES

Purchases of livestock at Chicago by the principal packers for the first four days this week were 22,029 cattle, 5,010 calves, 39,419 hogs and 36,217 sheep.

The National Provisioner—March 18, 1939

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, March 16, 1939, as reported by the U. S. Bureau of Agricultural Economics:

	CHICAGO.	NAT. STK. YDS.	OMAHA.	KANS. CITY.	ST. PAUL.
Hogs (soft & oily not quoted).					
BARROWS AND GILTS:					
Good-choice:					
140-160 lbs.	\$ 7.25@ 7.75	\$ 6.90@ 7.45	\$ 7.00@ 7.25	\$ 7.00@ 7.25	\$ 7.45 only
160-180 lbs.	7.50@ 7.80	7.40@ 7.55	7.15@ 7.30	7.10@ 7.35	7.45@ 7.50
180-200 lbs.	7.60@ 7.85	7.45@ 7.55	7.25@ 7.30	7.25@ 7.40	7.45@ 7.50
200-220 lbs.	7.65@ 7.85	7.45@ 7.55	7.15@ 7.30	7.25@ 7.40	7.45@ 7.50
220-250 lbs.	7.45@ 7.80	7.25@ 7.55	7.00@ 7.20	7.10@ 7.35	7.15@ 7.45
250-290 lbs.	7.20@ 7.60	6.90@ 7.35	6.70@ 7.10	6.80@ 7.20	6.75@ 7.25
290-350 lbs.	6.90@ 7.35	6.75@ 7.05	6.55@ 6.80	6.65@ 6.95	6.65@ 6.80
Medium:					
140-160 lbs.	7.00@ 7.50	6.85@ 7.15	.....	.....	7.25@ 7.35
160-180 lbs.	7.15@ 7.60	6.85@ 7.35	.....	.....	7.25@ 7.35
180-200 lbs.	7.25@ 7.65	6.85@ 7.35	6.90@ 7.10	.....	7.25@ 7.35
PACKING SOWS:					
Good:					
275-350 lbs.	6.75@ 6.90	6.85@ 6.85	6.35@ 6.40	6.35@ 6.50	6.45@ 6.50
350-425 lbs.	6.60@ 6.85	6.40@ 6.75	6.35@ 6.40	6.25@ 6.40	6.45@ 6.50
425-550 lbs.	6.40@ 6.75	6.25@ 6.65	6.25@ 6.35	6.15@ 6.35	6.45@ 6.50
Medium:					
275-550 lbs.	6.15@ 6.75	6.00@ 6.65	6.00@ 6.25	6.00@ 6.35	6.35
PIGS (Slaughter):					
Good-choice, 100-140 lbs.					
.....	6.75@ 7.50	6.25@ 7.00	.....	.....	7.50@ 7.75
Medium, 100-140 lbs.					
.....	6.25@ 7.25	6.00@ 6.75	.....	.....	.....
Slaughter Cattle, Vealers and Calves:					
STEERS, choice:					
750-900 lbs.	12.00@ 13.00	10.50@ 11.50	10.50@ 12.00	10.50@ 12.00	10.50@ 11.75
900-1100 lbs.	12.00@ 13.50	11.00@ 12.00	11.25@ 12.75	11.00@ 12.50	10.75@ 12.00
1100-1300 lbs.	12.25@ 13.50	11.25@ 12.25	11.25@ 12.75	11.25@ 12.50	11.00@ 12.00
1300-1500 lbs.	12.25@ 13.50	11.50@ 12.75	11.25@ 12.75	11.25@ 12.50	11.00@ 12.25
STEERS, good:					
750-900 lbs.	10.00@ 12.00	9.25@ 10.75	9.50@ 11.25	9.25@ 11.00	9.50@ 10.75
900-1100 lbs.	10.00@ 12.00	9.50@ 11.25	9.50@ 11.25	9.50@ 11.25	9.75@ 11.00
1100-1300 lbs.	10.25@ 12.25	9.50@ 11.25	9.50@ 11.25	9.75@ 11.25	10.00@ 11.00
1300-1500 lbs.	10.25@ 12.25	9.75@ 11.50	9.50@ 11.25	10.00@ 11.25	9.75@ 11.00
STEERS, medium:					
750-1100 lbs.	8.75@ 10.25	8.25@ 9.50	8.50@ 9.50	8.25@ 9.75	8.00@ 9.75
1100-1300 lbs.	8.75@ 10.25	8.50@ 9.75	8.50@ 9.50	8.75@ 9.00	8.50@ 10.00
STEERS, common (plain):					
750-1100 lbs.	7.75@ 8.75	7.50 only	7.50@ 8.50	7.50@ 8.75	7.00@ 8.50
STEERS AND HEIFERS:					
Choice, 550-750 lbs.	10.75@ 12.50	10.00@ 11.00	9.75@ 11.00	9.75@ 10.75	9.75@ 11.25
Good, 550-750 lbs.	9.50@ 11.00	8.75@ 10.00	8.50@ 9.75	8.50@ 9.75	8.75@ 10.50
HEIFERS:					
Choice, 750-900 lbs.	10.50@ 12.00	10.00@ 11.00	9.50@ 10.75	9.75@ 10.75	9.75@ 10.75
Good, 750-900 lbs.	9.50@ 10.50	8.75@ 10.00	8.50@ 9.75	8.50@ 9.75	8.75@ 9.75
Medium, 550-900 lbs.	8.50@ 9.50	8.00@ 8.75	7.50@ 8.50	7.25@ 8.50	7.50@ 8.75
Common (plain), 550-900 lbs.	6.75@ 8.50	7.00@ 8.00	6.25@ 7.50	6.25@ 7.25	6.50@ 7.50
COWS, all weights:					
Choice	8.00@ 9.00	.....	.....	.....	.....
Good	7.25@ 8.00	7.00@ 8.00	6.75@ 7.50	6.75@ 7.75	6.75@ 7.25
Medium	6.75@ 7.25	6.25@ 7.00	6.25@ 6.75	6.25@ 6.75	6.25@ 6.75
Common (plain)	6.10@ 6.75	5.75@ 6.25	5.75@ 6.25	5.75@ 6.25	5.75@ 6.25
Low cutter and cutter.	4.50@ 6.10	4.25@ 5.75	4.25@ 5.75	4.25@ 5.75	4.00@ 5.75
BULLS (Ylgs. excl.), all weights:					
Good	7.00@ 7.50	6.90@ 7.50	6.75@ 7.50	6.75@ 7.25	6.75@ 7.25
Medium	7.00@ 7.40	6.00@ 7.00	6.50@ 7.00	6.25@ 6.85	6.25@ 7.00
Cutter and common (plain).	6.25@ 7.00	5.50@ 6.00	6.00@ 6.50	5.75@ 6.50	5.25@ 6.25
VEALERS, all weights:					
Choice	10.00@ 11.00	10.75 only	9.00@ 10.00	9.50@ 10.50	10.00@ 11.00
Good	9.00@ 10.50	9.50@ 10.75	8.00@ 9.00	8.00@ 9.50	9.00@ 10.00
Medium	7.50@ 9.50	8.25@ 9.50	7.00@ 8.00	7.00@ 8.00	7.50@ 9.00
Cull and common (plain)	6.00@ 7.50	5.50@ 8.25	5.50@ 7.00	6.00@ 7.00	5.50@ 7.50
CALVES, 250-400 lbs.:					
Choice	8.00@ 9.00	8.00@ 9.50	7.50@ 9.00	8.75@ 9.50	9.00@ 10.00
Good	6.50@ 8.50	7.00@ 8.00	6.50@ 7.50	7.50@ 8.75	8.00@ 9.00
Medium	5.50@ 6.50	6.00@ 7.00	5.50@ 6.50	6.50@ 7.50	7.00@ 8.00
Common (plain)	5.00@ 5.50	5.00@ 6.00	5.00@ 5.50	5.75@ 6.50	5.50@ 7.00
*Slaughter Lambs and Sheep:					
LAMBS:					
Choice (closely sorted)	9.20@ 9.25	9.25@ 9.50	9.00@ 9.10	9.00@ 9.10	.....
**Good and choice.	8.85@ 9.15	8.50@ 9.00	8.50@ 8.85	8.50@ 9.00	8.75@ 9.00
**Medium and good.	7.90@ 8.65	7.50@ 8.25	7.50@ 8.25	7.25@ 8.25	7.50@ 8.50
Common (plain)	6.65@ 7.50	6.25@ 7.25	6.50@ 7.25	6.00@ 7.00	6.00@ 7.25
YEARLING WETHERS:					
Good and choice.	7.50@ 8.10	.....	6.50@ 7.60	6.75@ 7.75	.....
Medium	5.75@ 7.50	.....	5.50@ 6.50	5.75@ 6.75	.....
EWES:					
Good and choice.	4.80@ 5.25	4.00@ 4.75	3.75@ 4.75	4.00@ 4.85	4.00@ 4.75
Common (plain) & medium.	2.60@ 4.60	2.25@ 4.60	2.00@ 4.00	2.00@ 4.00	2.00@ 4.00

*Quotations based on animals of current seasonal market weights and wool growth.

**Quotations on good and choice and on medium and good grades, as combined, represent lots averaging within the top half of the good and top half of the medium grades, respectively.

PACIFIC COAST LIVESTOCK

Receipts of salable livestock for five days ended March 10:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles	4,017	1,332	1,085	1,881
San Francisco	1,025	200	1,575	1,500
Portland	2,575	180	3,450	2,910

FEBRUARY BUFFALO LIVESTOCK

February receipts, shipments and slaughters at Buffalo, N. Y., were:

	Cattle.	Calves.	Hogs.	Sheep.
Receipts	12,306	12,652	16,829	58,443
Shipments	4,632	7,814	8,578	45,258
Local slaughters	8,017	4,850	8,908	13,782

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PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, March 11, 1939, as reported to The National Provisioner:

CHICAGO.

Armour and Company, 3,627 hogs; Swift & Company, 2,174 hogs; Wilson & Co., 4,345 hogs; Western Packing Co., Inc., 1,285 hogs; Agor Packing Co., 4,939 hogs; Shippers, 4,131 hogs; Others, 24,135 hogs.

Total: 31,517 cattle; 5,324 calves; 44,616 hogs; 58,075 sheep.

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	2,416	698	1,950	6,322
Cudahy Pkg. Co.	1,181	493	909	5,147
Swift & Company	1,299	374	1,369	4,363
Wilson & Co.	1,116	514	864	3,779
Indep. Pkg. Co.	677	.....	188	.....
Korblum Pkg. Co.	.....	977	1,390	3,283
Others	2,580	977	.....	.....
Total	9,219	2,656	6,569	22,864

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour and Company	4,086	4,507	6,962
Cudahy Pkg. Co.	3,510	2,768	7,119
Swift & Company	3,694	2,307	5,945
Wilson & Co.	1,191	2,129	2,096
Others	.....	6,500	.....
Cattle and calves: Eagle Pkg. Co., 24; Greater Omaha Pkg. Co., 76; Geo. Hoffmann, 31; Lewis Pkg. Co., 789; Nebraska Beef Co., 478; Omaha Pkg. Co., 166; John Roth, 85; South Omaha Pkg. Co., 87; American Pkg. Co., 59; Lincoln Pkg. Co., 288.			
Total: 13,742 cattle and calves; 18,211 hogs; 22,122 sheep.			

EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	2,153	1,547	6,777	2,451
Swift & Company	2,107	860	6,406	2,785
Hunter Pkg. Co.	898	397	6,116	.....
Heil Pkg. Co.	.....	1,781	.....	.....
Krey Pkg. Co.	.....	520	.....	.....
Laclede Pkg. Co.	.....	1,763	.....	.....
Siehoff Pkg. Co.	.....	1,553	.....	.....
Shippers	1,009	2,066	12,347	.....
Others	3,131	107	5,863	274
Total	9,898	5,077	41,426	5,810
Not including 1,323 cattle, 3,225 calves, 21,090 hogs, and 939 sheep bought direct.				

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Company	1,245	331	3,370	12,941
Armour and Company	1,506	420	3,254	6,182
Others	942	72	1,104	1,578
Total	3,693	823	7,728	20,501
Not including 1,170 hogs bought direct.				

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,957	79	4,472	3,985
Armour and Company	1,959	87	4,404	4,104
Swift & Company	1,674	78	3,108	2,847
Shippers	2,007	33	5,543	491
Others	805	16	67	2
Total	8,502	293	17,594	11,429

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	1,396	1,012	3,436	938
Wilson & Co.	1,420	788	3,213	822
Others	227	20	945	1
Total	3,043	1,820	7,594	1,761
Not including 65 cattle and 685 hogs bought direct.				

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	977	138	982	6,649
Swift & Company	758	92	1,365	7,947
Cudahy Pkg. Co.	822	111	857	1,983
Others	1,306	351	1,152	7,713
Total	3,863	692	4,306	24,292

FORT WORTH.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	2,354	864	2,893	3,014
Swift & Company	2,160	744	3,357	5,049
Blue Bonnet Pkg. Co.	141	28	.....	.....
Kay Pkg. Co.	207	54	296	.....
Rosenthal Pkg. Co.	52	7	.....	.....
Total	4,914	1,697	6,666	6,063

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	2,386	2,474	8,573	2,149
Cudahy Pkg. Co.	718	1,538	.....	854
Swift & Company	4,886	3,857	9,737	4,212
United Pkg. Co.	2,230	845	.....	.....
Others	2,738	1,608	.....	.....
Total	12,978	9,222	18,310	7,215

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	2,097	5,801	8,326	1,290
Armour and Company	896	2,935	.....	.....
Chl.	96	.....	.....	.....
N. Y. B. D. M. Co.	88	.....	.....	.....
Shippers	413	.....	.....	.....
Others	754	797	38	311
Total	4,294	9,553	8,435	1,606

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,083	910	1,883	4,668
Dold Pkg. Co.	557	142	1,988	15
Wichita D. B. Co.	7	.....	.....	.....
Dunn-Ostertag	42	.....	.....	.....
Fred W. Dold	107	.....	512	.....
Sunflower Pkg. Co.	45	.....	173	.....
Pioneer Cattle Co.	46	.....	.....	.....
Keefe Pkg. Co.	63	.....	.....	.....
Total	1,950	1,052	3,656	4,683

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	1,525	551	9,833	1,152
Armour and Company	981	121	1,835	.....
Hilgemeler Bros.	10	.....	1,000	.....
Stumpf Bros.	.....	.....	136	.....
Meier Pkg. Co.	68	9	216	.....
Stark & Wetzel	59	37	346	.....
Wabnitz and Deters	49	63	816	0
Maase Hartman Co.	30	16	.....	.....
Shippers	1,847	1,351	15,303	4,958
Others	892	146	254	164
Total	5,491	2,294	29,239	6,280

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Sons	.....	24	.....	226
E. Kahn's Sons Co.	387	263	7,462	58
Lohrey Pkg. Co.	4	.....	242	.....
H. H. Meyer Pkg. Co.	13	.....	4,070	.....
J. Schlichter	115	.....	132	10
J. & F. Schroth P. Co.	20	.....	2,885	.....
J. P. Stegner Co.	275	331	.....	1
Shippers	.....	188	.....	.....
Others	1,222	740	742	195
Total	2,036	1,678	15,401	490
Not including 655 cattle, 14 calves, 1,769 hogs and 1,024 sheep bought direct.				

RECAPITULATION.

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	31,517	29,968	33,939	.....
Kansas City	9,219	10,110	10,811	.....
Omaha	13,742	12,463	15,286	.....
East St. Louis	8,506	8,869	10,019	.....
St. Joseph	3,693	3,605	3,946	.....
Sioux City	8,502	7,171	9,787	.....
Oklahoma City	3,043	2,604	4,088	.....
Wichita	1,950	1,030	2,304	.....
Denver	3,863	3,598	4,482	.....
St. Paul	12,978	10,375	13,121	.....
Milwaukee	4,294	4,103	3,597	.....
Indianapolis	5,491	5,267	5,087	.....
Cincinnati	2,036	2,682	2,194	.....
Ft. Worth	4,914	4,144	3,878	.....
Total	115,310	106,236	122,539	.....

HOGS.

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	44,616	49,284	44,005	.....
Kansas City	8,569	5,313	4,383	.....
Omaha	18,211	19,509	14,171	.....
East St. Louis	41,426	39,014	39,240	.....
St. Joseph	7,728	6,438	5,692	.....
Sioux City	17,594	10,943	14,341	.....
Oklahoma City	7,594	5,132	6,890	.....
Wichita	8,506	2,303	2,121	.....
Denver	4,306	4,744	4,019	.....
St. Paul	18,310	20,822	14,275	.....
Milwaukee	8,435	7,781	8,346	.....
Indianapolis	29,239	29,503	20,848	.....
Cincinnati	17,061	17,509	12,047	.....
Ft. Worth	5,666	4,243	5,970	.....
Total	230,441	231,436	187,348	.....

SHEEP.

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	58,075	62,115	43,295	.....
Kansas City	22,864	25,327	19,140	.....
Omaha	22,122	17,829	26,612	.....
East St. Louis	5,810	6,208	4,639	.....
St. Joseph	20,501	16,183	24,602	.....
Sioux City	11,429	9,722	12,294	.....
Oklahoma City	1,761	999	2,462	.....
Wichita	4,683	2,297	1,494	.....
Denver	24,292	18,895	40,434	.....
St. Paul	7,215	11,030	9,401	.....
Milwaukee	1,606	1,113	1,463	.....
Indianapolis	6,280	8,371	9,556	.....
Cincinnati	490	1,148	592	.....
Ft. Worth	6,063	6,076	9,876	.....
Total	193,191	187,313	205,830	.....
*Cattle and calves.				
†Not including directs.				

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., March 6	8,897	1,418	9,576	17,693
Tues., March 7	7,892	1,831	20,186	9,484
Wed., March 8	7,505	1,890	14,019	7,908
Thurs., March 9	4,162	1,418	8,480	16,480
Fri., March 10	1,249	309	4,883	13,561
Sat., March 11	500	.....	2,500	1,500
*Total this week	30,295	6,566	60,244	66,630
Previous week	31,358	6,469	63,307	64,515
Year ago	35,892	7,349	57,438	55,600
Two years ago	37,936	7,090	59,232	41,371

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., March 6	2,255	37	1,327	5,526
Tues., March 7	1,642	19	347	1,165
Wed., March 8	2,659	14	204	248
Thurs., March 9	1,313	26	583	3,827
Fri., March 10	359	98	1,249	4,236
Sat., March 11	100	.....	100	500
Total this week	8,328	194	3,810	15,502
Previous week	8,663	185	7,313	19,279
Year ago	9,859	659	8,866	12,160
Two years ago	9,862	714	6,992	9,897

*Including 462 cattle, 1,239 calves, 15,770 hogs and 10,105 sheep direct to packers from other points.

†All receipts include directs.

MARCH AND YEAR RECEIPTS.

	1939.	1938.	1939.	1938.
Cattle	43,916	57,043	319,954	394,762
Calves	8,896	11,173	59,415	87,689
Hogs	93,751	102,405	877,754	1,007,528
Sheep	104,877	81,967	592,524	576,996

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended Mar. 11	\$10.30	\$7.70	\$4.75	\$8.00
Previous week	10.25	7.80	4.60	8.00
1938	8.45	9.45	4.90	8.35
1937	10.55	10.35	6.50	12.00
1936	8.75	10.20	5.10	10.00
1935	11.00	9.35	4.25	7.90
1934	5.90	4.35	4.50	9.40

Av. 1934-1938 \$8.95 \$5.70 \$5.05 \$9.75

SUPPLIES FOR CHICAGO PACKERS.

	Cattle.	Hogs.	Sheep.
Week ended Mar. 11	21,877	56,434	51,128
Previous week	22,604	58,330	47,196
1938	25,739	48,290	44,255
1937	27,906	72,174	31,064
1936	27,051	46,276	45,776
1935	31,790	62,321	52,701

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended March 11, 1939.

CATTLE.

	Week ended Mar. 11.	Prev. week.	Cor. week.
Chicago [†]	22,002	21,871	25,476
Kansas City	11,875	12,018	13,496
Omaha*	13,776	11,820	14,443
East St. Louis	8,289	7,492	7,216
St. Joseph	4,076	3,536	3,967
Sioux City	6,135	5,644	7,134
Wichita*	3,639	2,599	3,380
Fort Worth	4,914	7,168	3,878
Philadelphia	2,000	2,021	1,894
Indianapolis	1,569	1,584	1,919
New York & Jersey City	8,937	8,965	8,881
Oklahoma City*	4,928	3,198	6,375
Cincinnati	2,739	3,437	3,006
Denver	4,273	4,142	4,180
St. Paul	10,240	10,375	12,631
Milwaukee	3,764	3,781	3,896
Total	112,626	109,651	121,240

HOGS.

Chicago	65,486	64,517	52,190
Kansas City	20,994	22,306	14,370
Omaha	19,118	22,765	12,003
East St. Louis	46,898	45,130	35,583
St. Joseph	8,561	7,782	4,487
Sioux City	15,752	20,927	10,543
Wichita	6,296	4,312	3,380
Fort Worth	6,096	4,245	5,970
Philadelphia	17,688	18,633	13,965
Indianapolis	12,309	11,202	7,153
New York & Jersey City	42,365	42,007	37,588
Oklahoma City	8,279	5,588	7,700
Cincinnati	15,211	16,225	12,482
Denver	4,503	4,766	4,034
St. Paul	29,080	34,507	37,565
Milwaukee	8,418	7,699	8,327
Total	327,690	332,616	267,575

SHEEP.

Chicago [†]	42,131	43,175	46,220
Kansas City	22,864	25,327	19,140
Omaha	23,732	18,833	19,157
East St. Louis	5,510	5,956	3,817
St. Joseph	19,123	14,807	23,272
Sioux City	10,938	9,654	10,763
Wichita	4,683	2,297	1,494
Fort Worth	6,063	5,076	9,876
Philadelphia	2,651	3,408	4,537
Indianapolis	1,881	2,077	4,446
New York & Jersey City	56,259	63,042	64,799
Oklahoma City	1,761	989	2,702
Cincinnati	1,432	1,223	1,922
Denver	6,813	6,766	7,288
St. Paul	7,215	11,030	9,401
Milwaukee	1,606	1,113	1,463
Total	215,352	215,783	230,057

[†]Not including directs.

*Cattle and calves.

RECEIPTS AT CHIEF CENTERS

Receipts for the week ended March 11, 1939:

	Cattle.	Hogs.	Sheep.
Week ended Mar. 11	150,000	295,000	266,000
Previous week	156,000	315,000	258,000
1938	167,000	253,000	208,000
1937	189,000	344,000	257,000
1936	180,000	325,000	294,000

	Cattle.	Hogs.	Sheep.
At 11 markets:			
Week ended Mar. 11	150,000	295,000	266,000
Previous week	156,000	315,000	258,000
1938	167,000	253,000	208,000
1937	189,000	344,000	257,000
1936	180,000	325,000	294,000

	Cattle.	Hogs.	Sheep.
At 7 markets:			
Week ended Mar. 11	105,000	192,000	184,000
Previous week	105,000	202,000	169,000
1938	119,000	158,000	162,000
1937	124,000	224,000	146,000
1936	128,000	230,000	199,000
1935	134,000	199,000	223,000

NEW YORK LIVESTOCK

Receipts of salable livestock at Jersey City public market week ended Mar. 11:

	Cattle.	Calves.	Hogs.*	Sheep.
Salable receipts	1,864	1,159	599	797
Total, with directs.	6,550	9,137	22,389	42,738
Previous week				
Salable receipts	1,824	1,016	360	240
Total, with directs.	6,761	11,281	23,535	47,756

*Including hogs at 41st street.

MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics.)

WESTERN DRESSED MEATS.

	NEW YORK.	PHILA.	BOSTON.
STEERS, carcass			
Week ending March 11, 1939	7,786½	2,159	2,335
Week previous	8,825	2,352	2,420
Same week year ago	8,330	2,506	2,507
COWS, carcass			
Week ending March 11, 1939	1,369	1,172	2,570
Week previous	1,270	1,083	2,503
Same week year ago	997	782	2,108
BULLS, carcass			
Week ending March 11, 1939	274	510	22
Week previous	327	370	12
Same week year ago	251	313	31
VEAL, carcass			
Week ending March 11, 1939	8,708	1,207	573
Week previous	10,896	1,625	715
Same week year ago	12,174	1,653	739
LAMB, carcass			
Week ending March 11, 1939	34,803	15,212	14,592
Week previous	44,901	16,185	15,731
Same week year ago	31,132	12,074	13,512
MUTTON, carcass			
Week ending March 11, 1939	3,159	493	609
Week previous	2,623	629	377
Same week year ago	1,735	610	536
PORK CUTS, lbs.			
Week ending March 11, 1939	2,047,144	373,494	266,408
Week previous	2,018,369	563,018	346,751
Same week year ago	2,102,468	466,110	354,809
BEEF CUTS, lbs.			
Week ending March 11, 1939	394,011		
Week previous	324,277		
Same week year ago	435,242		

LOCAL SLAUGHTERS.

CATTLE, head	Week ending March 11, 1939	8,937	2,000
	Week previous	8,965	2,021
	Same week year ago	8,931	1,894
CALVES, head	Week ending March 11, 1939	12,184	2,458
	Week previous	14,213	2,670
	Same week year ago	13,052	2,807
HOGS, head	Week ending March 11, 1939	42,552	17,688
	Week previous	41,775	18,633
	Same week year ago	35,588	13,965
SHEEP, head	Week ending March 11, 1939	56,259	2,651
	Week previous	63,042	3,408
	Same week year ago	64,799	4,537

Country dressed product at New York totaled 6,110 veal, 13 hogs, 452 lambs. Previous week 7,244 veal, 0 hogs and 369 lambs in addition to that shown above.

CATTLE IMPORT QUOTA

Imports of cattle into the United States from Canada from April 1 to the end of 1939 at the reduced tariff are fixed at 142,230 head, weighing 700 lbs. or over. Only 22,770 head of cattle weighing 700 lbs. or over can come in from all other countries, a White House announcement stated. The reciprocal trade agreement signed last November between the United States and Canada provided that not more than 225,000 head of such cattle may be imported from all countries in any calendar year under a duty of 1½¢ per pound and not more than 60,000 can be imported in any quarter year. Imports above these limitations are dutiable at 3¢ per pound.

CANADIAN LIVESTOCK PRICES

	Top Prices	Week ended March 9.	Last week.	Same week 1938.
STEERS.				
Toronto	7.75	\$ 7.75	\$ 8.25	\$ 6.50
Montreal	7.50	7.50	7.75	6.35
Winnipeg	7.00	7.00	7.00	5.75
Calgary	7.00	7.00	7.00	5.90
Edmonton	6.50	6.50	6.50	4.75
Prince Albert	6.00	6.00	6.00	3.75
Moose Jaw	6.25	6.25	6.25	5.00
Saskatoon	6.25	6.25	6.25	4.75
Regina	6.50	6.50	6.50	....
Vancouver	7.00	6.75	6.75	....
VEAL CALVES.				
Toronto	\$10.50	\$11.50	\$10.50	....
Montreal	8.50	10.00	9.50	....
Winnipeg	8.50	9.00	8.00	....
Calgary	8.50	8.50	8.00	....
Edmonton	8.00	8.50	7.50	....
Prince Albert	7.00	7.00	....	....
Moose Jaw	7.00	6.00	....	....
Saskatoon	8.50	8.00	7.50	....
Regina	8.00	8.00	....	....
Vancouver	7.75	....	....	....
BACON HOGS.				
Toronto	\$ 9.85	\$ 9.50	\$ 9.50	....
Montreal	9.50	10.00	10.60	....
Winnipeg	9.00	9.35	9.65	....
Calgary	8.50	9.00	9.15	....
Edmonton	8.75	9.10	9.10	....
Prince Albert	8.75	9.10	9.40	....
Moose Jaw	8.85	9.20	9.50	....
Saskatoon	8.75	9.10	9.40	....
Regina	8.85	9.20	....	....
Vancouver	8.70	9.25	....	....
* Montreal and Winnipeg hogs sold on a "F. & W." basis. All others "off trucks."				
GOOD LAMBS.				
Toronto	\$ 9.00	\$ 8.90	\$ 9.25	....
Montreal	9.00	....	8.50	....
Winnipeg	8.00	8.00	7.75	....
Calgary	7.15	7.00	7.35	....
Edmonton	7.25	7.25	7.50	....
Prince Albert	7.00	....	....	....
Moose Jaw	5.75	....	....	....
Saskatoon	7.00	....	....	....
Regina	6.00	....	5.90	....
Vancouver	....	....	....	....

CALIF. INSPECTED SLAUGHTER

State-inspected kill for February:

	Number.
Cattle	52,539
Calves	30,400
Hogs	72,981
Sheep	102,110

Meat food products produced:

	Lbs.
Sausage	2,715,425
Pork and beef	2,145,591
Lard and lard substitutes	1,513,682
Chili	10,339
Miscellaneous	5,623
Total	6,390,600



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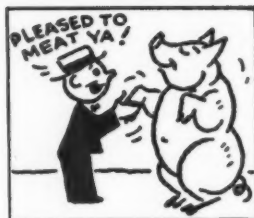
Seven practical packing plant scientists are constantly at work in Stange's three completely equipped laboratories developing new and improved methods for curing, coloring and seasoning. This is only one of the factors that guarantee profits for you by using Stange Products.

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Western Branches: 923 E. 3rd St., Los Angeles; 1250 Sansome St., San Francisco. In Canada: J. H. Stafford Industries, Ltd., 24 Hayter St., Toronto, Ont.

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THE way I look at it, the way to sell meat products is to make meat products folks like to eat.

Take Summer Sausage! Popular as all get out, if it has the right flavor. But it's got to have that for summer tables. Ever try toning up the flavor with Mapleine? Does the trick all right!

The Italians have a name for it—Salami. But take it from me, a lot of folks like their Salami American Style! I've a formula that attracts buyers like clover attracts bees. Want it?

Just to let you see what Mapleine will do—try this in your Meat Loaf. Add an ounce (more or less according to taste) of Mapleine to each 100 pounds of meat. Don't change your formula. Add Mapleine while mixing.

Want these formulas? Ok! They're yours. Also a free try-out bottle of Mapleine! Just ask for it. Send us a card. We will take care of you, pronto.

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Mr. WELDO: Will you please repeat for the radio audience what you just told me... about how your boss found that you didn't waste any time looking for "lost parts" with UNITED molds... and how he found United Molds and Bacon Hangers solved the sanitation problem with their All Steel - All Welded construction which at the same time meant years of extra service to him. Take it away, "Butch."

BEST & DONOVAN, Chicago, Rep.

UNITED STEEL & WIRE COMPANY
BATTLE CREEK, MICHIGAN



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C. D. Reversible Plates, O. K. Knives with changeable blades and C. D. TRIUMPH Knives with changeable blades are used throughout the meat packing and sausage manufacturing field. C. D. equipment lasts longer, works better; plates will not crack, break or chip at cutting edges. Write the "Old Timer," Chas. W. Dieckmann, for complete details and prices of C. D. and O. K. knives, plates, sausage linking gauges, stock feed worms, studs, etc.

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A. S. Kirkeby, Managing Director



The Drake

LAKE SHORE DRIVE... CHICAGO

Up and Down

Meat Packing 40 Years Ago

(From The National Provisioner, Mar. 18, 1899.)

Exports of meat from the United States during February, 1899, totaled 100,219,233 lbs., of which 28,206,620 lbs. was beef and 72,012,613 lbs. pork. Lard exports during the month totaled 51,650,742 lbs.

Swartzschild & Sulzberger Co. announced the erection of a packinghouse at the Chicago stock yards, located on Ashland ave., to cost over \$1,000,000.

T. M. Sinclair & Co., Ltd., Cedar Rapids, Ia., filed articles of incorporation with the secretary of state. Capital was stated as \$1,500,000.

Plant of the New Orleans Abattoir Co., New Orleans, La., was purchased by Charles Godchaux for \$35,000.

Meat Packing 25 Years Ago

(From The National Provisioner, Mar. 21, 1914.)

Week ended March 14, 1914, was a record one for importation of fresh meat. Arrivals at New York totaled 42,797 quarters of beef and 28,742 quarters in the previous week, making 71,000 in the two weeks or one-half of the total since Jan. 1, 1914. Mutton imported during the week totaled 14,314 carcasses and lamb 6,042.

Geo. Hausmann and Sons was incorporated in Philadelphia by George Hausmann, A. G. Hausmann and J. F. Hausmann.

Dennis Harrington, said to have been the oldest small stock butcher in the United States, died in Plainfield, N. J., on March 15, 1914. He was founder of the business of J. J. Harrington & Bro., one of New York's leading small stock houses, which had recently completed a new plant.

Meat exported from the United States during February, 1914, totaled 2,507,679 lbs. of beef and 35,827,810 lbs. of fresh and cured pork. Lard exports totaled 37,547,529 lbs.

Moultrie Packing Co., Moultrie, Ga., made plans for a packing plant and cold storage warehouse.

Chicago News of Today

W. G. Agar, a veteran in the meat packing industry, died suddenly on March 10 at the age of 68 years. Some years ago he was connected with the Agar Packing & Provision Co., Chicago, but more recently devoted himself to the development of a corned beef business in

the Chicago area. Mr. Agar is survived by his widow and a son and daughter. Funeral services were held on March 11, with interment in Graceland cemetery.

Presidency of the board of trustees of the University of Illinois was again conferred on Oscar G. Mayer, Chicago packer, at the annual meeting of the board of trustees this week. Mr. Mayer was also named chairman of the executive committee of the board. H. P. Rusk, head of the animal husbandry department of the university and well known to meat packers, was chosen dean of the college of agriculture and director of the agricultural experiment station at the same meeting.

Paul C. Smith, vice president of Swift & Company, has been elected to membership on the executive committee of the Transportation Ass'n. of America.

Robert W. Balderston of W. E. Guest & Co., refrigeration engineers, recently sailed for Germany as one of three Quaker commissioners assigned to administer funds and relief to refugees. Mr. Balderston headed the extensive relief work performed by the Quakers in stricken areas after the World War.

J. Paul Smith, vice president, Visking Corporation, has been appointed president of the Clearing Industrial Association for the 1939-1940 term.

Herbert B. Chafe, a broker of St. Johns, Newfoundland, visited in Chicago this week. He will sail from Boston or New York for Newfoundland next week.

A. W. Brickman, vice president Illinois Meat Co., Chicago, is spending a couple of weeks in Florida.

Robert Fineron, Bert Packing Company, has just returned from a three-weeks' sojourn at Miami Beach, Florida, where he enjoyed the sunshine with Mrs. Fineron and their daughter. Mrs. G. A. Althaus was a member of the party also.

George W. Martin, Chicago manager for John Morrell & Co., left for Florida last weekend. He will drive back with his family.

J. W. Stehlin, of the casings firm of Intestinum, A. G., located at Neuwelt, Basel, Switzerland, was a Chicago visitor this week.

Robert Scott, vice president and sales manager of Home Packing & Ice Co., Terre Haute, Ind., visited Chicago Wednesday.

James A. Hamilton, general branch house manager, Wilson & Co., Inc., accompanied by Martin H. Wright, divisional manager, Chicago, and H. E. May, district manager, Oklahoma City, Okla., were among officials and representatives of Wilson & Co. who attended a sales meeting in Dallas, Tex., early in March.

New York News Notes

Julius Rosenfeld, vice president, Oppenheimer Casing Co., Chicago importers and manufacturers of sausage casings, and for 25 years New York representative of the firm, died suddenly in Palm Beach, Fla., on March 10. Mr. Rosenfeld was 67 years old and had been active in several Jewish philanthropies, serving as chairman for his industry in the yearly drive of the Federation of Jewish Charities. Surviving are his widow, Pauline Mayer Rosenfeld, and a daughter, Mrs. Edmond Bach.

Theodore Weil, Weil Packing Co., Evansville, Ind., was a visitor in New York last week and with his New York representative, R. W. Earley, packing-

HOPPING OFF FOR CALIFORNIA

E. A. Cudahy, jr., president, The Cudahy Packing Company, as he boarded the TWA Sun Racer at the Chicago airport for Los Angeles. When asked what he thought of prospects for meat packing in 1939, he said he looked for a very successful year, in view of the marked improvement shown by the industry since January 1. (Photo TWA News Bureau.)



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BLENDED TO FIT YOUR PRODUCT—NATIONALLY USED
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AIR CONDITIONING

Complete Equipment for Packing House Uses

The value of many years' experience in engineering design and manufacture of air conditioning equipment is shown by the superior quality and operation of Niagara equipment, including

- Niagara Fan Coolers—multiblade and disk fan type
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- Niagara Evaporative Aero Condensers with the Duo-Pass pre-cooling feature.
- Niagara Smoke Ovens
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BEEF CLOTHING

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are discussed in this 360-page volume. It tells not only how to recognize a market opportunity, but also how to take advantage of it—matching operations to market changes. 100 pages of test tables make it possible for you to determine which cuts are most profitable and how they may be converted for most advantageous sale.

The contents of "Pork Packing" include: Buying—Killing—Handling Fancy Meats—Chilling and Refrigeration—Cutting—Trimming—Cutting Tests

—Making and Converting Pork Cuts—Lard Manufacture—Provision Trading Rules—Curing Pork Meats—Soaking and Smoking—Packing Fancy Meats—Sausage and Cooked Meats—Rendering Inedible Products—Labor and Cost Distribution—and Merchandising.

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THE NATIONAL PROVISIONER

407 South Dearborn Street

Chicago, Illinois

house products broker, spent considerable time among the trade. The Weil Packing Co. is a large shipper of pork and beef into the New York territory.

Mr. and Mrs. Max Trunz of Brooklyn are enjoying a vacation in Arizona sunshine, in company with Mr. and Mrs. Frank Schindl of Brooklyn.

J. W. Crawford, purchasing agent, Wm. Schludenberg-T. J. Kurdle Co., Baltimore, Md., was a visitor in New York last week and attended the packaging conference held at Hotel Astor, March 7 to 10.

T. C. Tait, canned foods department, Swift & Company, Chicago, spent a few days in New York during the past week.

F. B. Cummings, operating department, John Morrell & Co., Ottumwa, Ia., spent a few days in the New York metropolitan territory. J. P. Ellis, sales department, Ottumwa, Ia., has been transferred to New York to join the Eastern carlot sales division of the company and will make his headquarters at the Gansevoort market branch.

Countrywide News Notes

Sir Joseph Flavelle, Canadian financier, died on March 7 at Palm Beach, Fla., at the age of 81. Among other activities, he was for many years president of William Davies Co., pork packers, and of the Harris Abattoir Co., both of Toronto, Ont.

Fred W. Dold, Mrs. Dold and Fred Dold, jr., of F. W. Dold & Sons, Wichita, Kans., have been vacationing at the San Marcos, Chandler, Ariz., where Fred, jr. has been getting all the low marks on the golf course.

George W. Morrell, vice-president, John Morrell & Co., Ottumwa, Ia., is spending a few weeks with his family at Camelback Inn, Phoenix, Ariz.

A new packing plant to be known as Worland Packing Co., Worland, Wyo., will open soon, according to an announcement by Maurice Fausett and J. A. Sanders. The plant, to occupy a remodeled building, will cost \$25,000.

Louis M. Berman, Providence, R. I., has bought the property in Pawtucket, R. I., which formerly housed the Anderson Bros.' slaughterhouse, and plans to

operate the concern under his own name.

Construction of a new abattoir and stock pens at Americus, Ga., was one of the projects recently authorized by the Georgia state WPA administrator.

Ralph W. Jordan, formerly a Chicago packer sales manager, is now vice president in charge of sales for Traverse City Wholesale Provision Co., Traverse City, Mich. President of the firm, which has just been incorporated and expanded, is George M. Weeks.

Awards totaling more than \$400 were presented to salesmen and drivers of Kuhner Packing Co., Fort Wayne, Ind., who were honored recently at the firm's annual safety dinner.

B. F. McCarthy, long associated with the meat grading work of the U. S. Bureau of Agricultural Economics, will return to his former position in New York City in charge of the federal meat market news service, livestock market news service and meat grading service. Mr. McCarthy has not severed his connection with the U. S. Department of Agriculture, as had been reported. D. G. Cummins, who has been in charge of the New York office, remains as assistant.

Damage estimated at \$2,000 resulted to equipment and meat in the coolers of the Canadian Valley Meat Co., Oklahoma City, Okla., in a recent fire of undetermined origin.

Observance of "Forty-One-Thirty-One Week," was recently completed by the Houston, Tex., plant of Armour and Company. The celebration marked the forty-first anniversary of the Houston plant and 31 years of service for C. B. Blair, plant manager.

The Wilmington Abattoir building, Wilmington, Del., has been acquired by Abraham Hoffman for \$10,000. Erected about two years ago, the building is reported to have cost nearly \$100,000.

ARGENTINE CHAMPIONS

Grand champion baby beeves at the annual livestock show in Buenos Aires, held late in 1938. The cattle, all Shorthorns, were bred and exhibited by Carlos Debaisieux, one of the leading cattle men of the Argentine. The steers were bought by Armour and Company and the meat sold at Smithfield Market, London.

REWARDS FOR SAFE DRIVERS

Safe driving by drivers of Houston Packing Co., Houston, Tex., was rewarded when G. L. Childress, general manager, recently distributed checks totaling \$260 to the 14 drivers who had driven the past year without an accident. Silver and gold pins also were awarded, the former representing one year of accident-free driving and the latter two years. Three of the drivers receiving \$25 awards have driven three years without an accident.

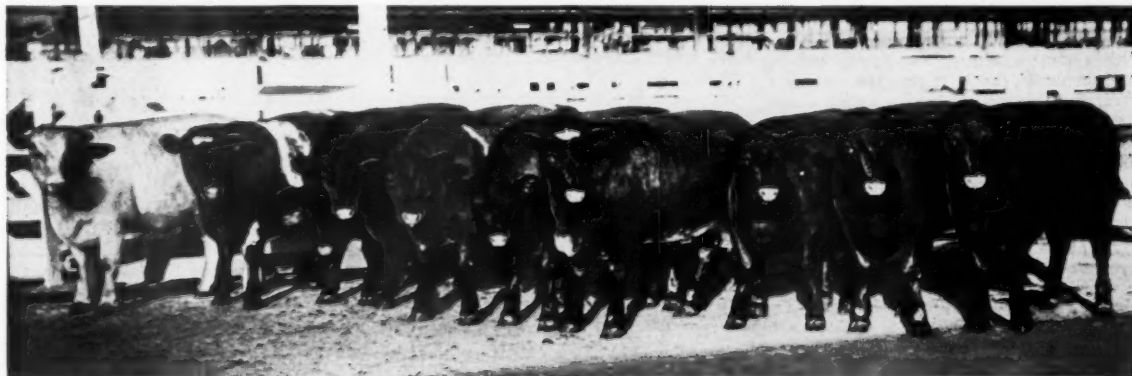
Mr. Childress explained that the company's policy, established in 1936, was to award \$10 checks for one year of safe driving and \$25 checks for two years. Complimenting the men on their records, he stressed the role played by them as representatives of the company. "Our truck is a traveling billboard," he pointed out, "and the public naturally will form an opinion of the company by the manner in which you operate your truck and conduct yourself. Be courteous at all times to the public at large as well as to our customers."

SOME PORK HISTORY

Premiere of John Ashton's dramatization of the first pork meal ever served the American Indians was held at Purdue University, Lafayette, Ind., recently. The play, entitled "The Introduction of Pork to the American Indian," was presented by the Hoof and Horn Club of the university at its banquet closing the short course in animal husbandry.

Dr. Ashton, author of the play, is associate professor of agricultural journalism at A. and M. College of Texas, and is well known in the live stock and meat industry.

The play dramatizes the banquet of pork given by De Soto to the chief and the leading braves of the Chickasaw tribe in what is now known as Mississippi, during De Soto's invasion westward from Florida. The hogs which were taken along by the De Soto expedition are believed to be the first hogs brought to the North American continent and the feast of pork given the Chickasaws by De Soto was the Indians' introduction to this succulent meat!



Packers' New Ideas

(Continued from page 12.)

transparent cellulose should not be stretched too tightly as it shrinks on drying and may break later if smoothed out too much in the first place.

Easter Ham Packaging

Rabbits and colored eggs are firmly fixed in the public mind as symbols of Easter. A Midwestern packer has succeeded in associating his hams with Easter and its symbols in an attractive and effective manner and increasing sales.

His hams for Easter display are wrapped in plain parchment with an overwrap of colored transparent cellulose to which is affixed the firm's ham label. Ten different colors of overwrap are used, and the hams are displayed in retail stores in a nest made of shredded transparent cellulose. Beside the nest stands one or more rabbit cut-outs. The idea, of course, is to suggest a nest of colored Easter eggs, which the display does successfully, and to cause the shopper to associate the firm's name and label with Easter.

This method of preparing and displaying hams for sale during the Easter season has been used by this firm for several years with very good results. The bright colors in the display and its Easter atmosphere attract much attention from housewives and result in sales, this packer says. The effort is made to select a prominent place in the store in which to display the hams.

The idea has also been responsible for increasing average number of Easter hams per order sold to retailers, and particularly to the smaller stores. The packer's salesmen stress the value of a set of hams—a set being 10 hams, each in an overwrap of a different color. Even in the smaller stores, they point out, the hams in their vari-colored wrappings in their nest display are sufficiently attractive to influence sales.

This sales argument has been proved correct in innumerable cases. Stores that formerly sold only a few hams at Easter now buy regularly one or more sets. Large stores, of course, buy many sets. In these latter places the retailer is advised to keep the nest supplied with a full set of hams by immediately replacing each ham removed.

Truck Accident Prevention

A Michigan packer operated 52,159 vehicle hours during 1938 and had only two accidents, both minor. Principal credit for this unusual accomplishment is given to the fact that practically all fleet safety work is on a personal man-to-man basis and is carried on between the executive in charge of safety work and each individual driver.

The safety director talks with each driver at least once each week. The important advantage of these personal discussions, the safety director says, is that each driver can be studied individually and definitely advised in a manner that meets his particular requirements. His physical condition, attitude of mind

FEBRUARY FRESH MEAT PRICES

CHICAGO

Wholesale fresh meat prices for February, 1939, with comparisons:

BEEF.			
	Feb., 1939.	Jan., 1939.	Feb., 1938.
Steer—			
Choice, 400-500 lbs.	\$17.43	\$17.56	\$13.42
500-600 lbs.	17.43	17.56	13.42
600-700 lbs.	17.70	17.56	14.04
700-800 lbs.	17.70	17.56	14.04
Good, 400-500 lbs.	15.44	15.62	12.40
500-600 lbs.	15.44	15.62	12.40
600-700 lbs.	15.70	15.62	12.80
700-800 lbs.	15.70	15.62	12.80
Medium, 400-600 lbs.	14.02	14.07	11.55
600-700 lbs.	14.22	14.07	11.94
Common, 400-600 lbs.	13.32	12.99	10.92
Cow—All weights—			
Choice	12.44	12.39	11.08
Good	11.71	11.75	10.52
Medium	11.21	11.24	10.02
Common			

VEAL CARCASSES.

Veal—All weights—			
Choice	17.46	15.75	15.70
Good	16.12	14.24	14.69
Medium	14.62	12.98	13.28
Common	13.16	11.84	11.41

Calf—All weights—			
Choice	15.47	13.50	13.50
Good	14.47	12.50	12.50
Medium	13.47	11.50	11.50
Common			

LAMB AND MUTTON.

Lamb—			
Choice, 38 lbs. down	17.10	18.10	14.80
39-45 lbs.	16.46	17.85	14.20
46-55 lbs.	15.48	16.92	13.65
Good, 38 lbs. down	16.10	17.10	13.80
39-45 lbs.	15.36	16.85	13.20
46-55 lbs.	14.48	15.92	12.55
Medium, all weights	14.76	16.09	12.82
Common, all weights	13.70	14.72	12.32
Mutton (ewe)—70 lbs. down—			
Good	9.50	9.10	8.50
Medium	8.50	8.06	7.50
Common	7.50	6.99	6.50

FRESH PORK.

Hams, 10-14 lbs. av.	17.21	16.80	16.85
Loins, 8-10 lbs. av.	17.50	14.76	16.95
10-12 lbs. av.	16.63	14.10	15.95
12-15 lbs. av.	15.63	13.16	14.95
16-22 lbs. av.	14.23	12.97	13.58
Shoulders, N. Y. style—			
Skinned, 8-12 lbs. av.	13.40	12.60	13.10
Picnics, 6-8 lbs. av.			
Butts, Boston style—			
4-8 lbs. av.	15.95	14.61	15.30
Spareribs (half sheet)	12.84	11.50	11.92

NEW YORK

Wholesale fresh meat prices for February, 1939, with comparisons:

BEEF.			
	Feb., 1939.	Jan., 1939.	Feb., 1938.
Steer—			
Choice, 400-500 lbs.	\$18.22	\$18.49	\$13.92
500-600 lbs.	18.22	18.49	13.92
600-700 lbs.	18.22	18.49	14.31
700-800 lbs.	18.22	18.49	14.31
Good, 400-500 lbs.	16.55	16.73	12.96
500-600 lbs.	16.55	16.73	12.96
600-700 lbs.	16.70	16.75	13.24
700-800 lbs.	16.70	16.75	13.24
Medium, 400-600 lbs.	14.80	14.88	12.02
600-700 lbs.	15.11	14.96	12.18
Common, 400-600 lbs.	13.71	13.64	11.30
Cow—All weights—			
Choice	13.30	13.50	11.34
Good	12.36	12.65	10.52
Medium	11.64	11.81	10.02
Common			

VEAL CARCASSES.

Veal—All weights—			
Choice	19.14	17.66	18.40
Good	17.67	16.06	16.86
Medium	15.93	14.31	14.95
Common	14.27	12.92	13.05

Calf—All weights—			
Choice	16.42	14.32	14.59
Good	15.11	13.16	12.98
Medium	13.90	12.15	11.82
Common			

LAMB AND MUTTON.

Lamb—			
Choice, 38 lbs. down	17.86	18.98	15.90
39-45 lbs.	17.08	18.26	14.76
46-55 lbs.	15.88	17.85	13.69
Good, 38 lbs. down	17.10	18.18	14.66
39-45 lbs.	16.32	17.50	13.91
46-55 lbs.	15.33	16.80	12.99
Medium, all weights	15.65	16.72	13.91
Common, all weights	14.22	15.11	13.04
Mutton (ewe)—70 lbs. down—			
Good	9.42	10.72	8.59
Medium	8.39	9.50	7.59
Common	7.39	8.38	6.65

FRESH PORK.

Hams, 10-14 lbs. av.	18.75	18.61	19.72
Loins, 8-10 lbs. av.	17.85	15.44	17.45
10-12 lbs. av.	17.40	14.99	16.95
12-15 lbs. av.	16.44	14.11	15.86
16-22 lbs. av.			14.39
Shoulders, N. Y. style—			
Skinned, 8-12 lbs. av.	14.56	14.14	14.70
Picnics, 6-8 lbs. av.			
Butts, Boston style—			
4-8 lbs. av.	16.96	15.55	16.58
Spareribs (half sheet)	13.68	12.96	12.84

toward safety and his capabilities as a driver are known, and he can be instructed in a manner to fit his individual characteristics and much more effectively than when he receives general instruction as a member of a group.

"A man who is any good takes pride in his work," this safety director said. "And unless a man is interested in trying to avoid accidents, and will profit by the help we give him to this end, we do not keep him. The best results in truck safety work are secured, we believe, when an appeal is made to a man's pride. When I tell a driver that 99 per cent of our men never have an accident and that he is just as capable of hanging up a perfect record as they are, I have instilled in him a determination to do his best that could not be aroused by any amount of criticism and pleading."

Trucks of this firm were formerly involved in many backing-up accidents. Such an accident is entirely the result of carelessness on the part of the driver and should be inexcusable, this safety director says. It has been several years since any of the drivers have had an

accident of this kind—not since the drivers were informed that any one of them having such an accident would automatically lose his job.

Drivers have no voice or part in truck maintenance other than to call the attention of the garage foreman to any defects which need correcting. A driver may, however, refuse to take out any truck which he considers unsafe, even if the vehicle is loaded and ready to go.

MEATS AT CONVENTION

Displays of meats and meat products by a number of the nation's leading packers will be a featured attraction of the exhibition to be staged August 6 to 10 by the National Association of Retail Meat Dealers, at the annual convention at Hotel Commodore, New York City, concurrent with the New York World's Fair. The entire grand ball room of Hotel Commodore will be devoted to the extensive exhibition. Convention and exhibition are expected to attract a record attendance.

Flat-Hots Are Popular

(Continued from page 15.)

winter, vice-president Carl H. Pieper checked the reactions of leading retailers. "All were interested," he said. "They agreed that it was an interesting novelty, and would certainly sell at first. But whether it would continue or not, they were reluctant to predict."

"But it's not just a fad," Mr. Hess was quoted in a Pittsburgh newspaper on January 30. "It's not just a novelty, either. The new style is here to stay."

Mr. Pieper added, "We have been able to get into places with flat-hots that we have not been selling before."

The Oswald & Hess sales force of 35 experienced men agree that flat-hots are here to stay. So do the drivers of the Company's 40 delivery trucks. So, also, do the leading meat retailers of the Western Pennsylvania territory served by Oswald & Hess, with approximately 2,500,000 people—and particularly the retailers in whose stores demonstrations have been made.

Demonstrating Flat-Hots

Girl demonstrators of the Oswald & Hess staff use small steam-cookers. These will warm six flat-hots in two and one-half to three minutes. Or, to vary the demonstration, they will grill six of the sausages in a frying pan.

Each sausage is cut into six sections. These are spiked on toothpicks and handed out to shoppers, with a two-color folder containing pictures, directions and menu suggestions. This sampling and direct consumer contact brings a high percentage of on-the-spot sales and creates repeat business for the store.

L. W. Woelfel, treasurer of Oswald & Hess, in discussing the special patented presses used and the smoking and striping processes, said: "No doubt we could 'get by' with a less expensive meat formula for the flat-hot, since it's an exclusive item with us. But we don't. We keep it up to the quality standards of our finest Viennas. Plenty of people are going to get to know us through flat-hots, which we feel must maintain and increase the quality reputation of all of our products."

Established on Pittsburgh's North Side in 1919, Oswald & Hess has moved three times into larger quarters. The firm entered its present plant in July, 1936. In 1938, with pork prices lower, the sausage business had sharp competition, but the Oswald & Hess tonnage increased. This called for an addition to the sausage kitchen which made possible an increase of 50 per cent in the sausage output.

Feedwater Temperatures

(Continued from page 13.)

waste and loss is to know where waste and loss are occurring. That steam and power losses are so high in many meat packing plants is due primarily to the fact that some packers do not have a

WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on March 16, 1939.

Fresh Beef:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS, Choice¹				
400-500 lbs.	\$17.00@18.50		\$18.00@19.00	
500-600 lbs.	17.00@18.50		18.00@19.00	\$19.00@20.00
600-700 lbs.	17.00@18.50	\$18.00@19.00	18.00@19.00	19.00@20.00
700-800 lbs.	17.00@18.50	18.00@19.00	18.00@19.00	
STEERS, Good¹				
400-500 lbs.	15.00@17.00		16.50@18.00	
500-600 lbs.	15.00@17.00		16.50@18.00	17.00@19.00
600-700 lbs.	15.00@17.00	16.00@18.00	16.50@18.00	17.00@19.00
700-800 lbs.	15.00@17.00	16.00@18.00	16.50@18.00	
STEERS, Medium¹				
400-600 lbs.	14.00@15.00		15.00@16.50	15.50@17.00
600-700 lbs.	14.00@15.00	15.00@16.00	15.00@16.50	15.50@17.00
STEERS, Common (plain)¹				
400-600 lbs.	13.50@14.00	14.00@15.00	14.00@15.00	
COWS (all weights):				
Choice				
Good	12.50@13.00	13.50@14.00	13.50@14.50	14.00@14.50
Medium	12.00@12.50	13.00@13.50	13.00@13.50	13.00@13.50
Common (plain)	11.50@12.00	12.50@13.00	12.00@13.00	12.50@13.00
Fresh Veal and Calf:				
VEAL (all weights)²				
Choice	14.50@15.50	16.00@17.00	16.00@17.50	17.50@18.50
Good	13.00@14.50	14.00@16.00	14.00@16.00	16.00@17.50
Medium	11.50@13.00	12.50@14.00	12.00@14.00	14.00@16.00
Common (plain)	10.00@11.50	10.50@12.00	10.00@12.00	12.00@14.00
CALF (all weights)²				
Choice				
Good	13.00@14.00		13.50@14.50	
Medium	12.00@13.00		12.00@13.50	
Common (plain)	11.50@12.00		11.00@12.00	
Fresh Lamb and Mutton:				
LAMB, Choice:				
38 lbs. down	16.50@17.50	17.50@18.50	17.50@18.50	18.00@19.00
39-45 lbs.	15.50@16.50	16.50@17.50	16.50@18.00	17.00@18.00
46-55 lbs.	14.50@15.50	15.00@16.50	15.50@17.00	16.00@17.00
LAMB, Good:				
38 lbs. down	15.50@16.50	16.50@17.50	17.00@18.00	17.50@18.00
39-45 lbs.	14.50@15.50	15.50@16.50	16.00@17.00	16.50@17.50
46-55 lbs.	13.50@14.50	14.50@15.50	15.00@16.00	16.00@17.00
LAMB, Medium:				
All weights	13.50@14.50	14.50@16.00	15.50@17.00	15.00@16.00
LAMB, Common (plain):				
All weights	12.50@13.50	14.00@15.50	14.50@15.50	
MUTTON (Ewe), 70 lbs. down:				
Good	8.00@ 9.00	10.00@11.00	11.00@12.00	
Medium	7.00@ 8.00	8.50@10.00	9.00@11.00	
Common (plain)	6.00@ 7.00	7.50@ 8.50	8.00@ 9.00	
Fresh Pork Cuts:				
LOINS:				
8-10 lbs.	17.00@18.00	18.50@19.50	18.00@18.50	17.00@18.50
10-12 lbs.	16.50@17.50	18.50@19.00	18.00@18.50	16.50@18.00
12-15 lbs.	15.50@16.50	17.50@18.50	17.00@17.50	16.00@17.50
16-22 lbs.	14.00@15.00	15.50@17.00	15.50@16.50	14.50@15.50
SHOULDERS, Skinned, N. Y. Style:				
8-12 lbs.	13.00@13.50		14.00@15.00	13.50@14.50
PICNICS:				
6-8 lbs.	11.00@11.50	13.50@14.00		
BUTTS, Boston Style:				
4-8 lbs.	14.50@16.00		16.00@17.00	15.50@17.00
SPARE RIBS:				
Half sheets	11.50@12.50			
TRIMMINGS:				
Regular	7.50@ 8.00			

¹ Includes helters 300-450 lbs. and steers down to 300 lbs. at Chicago. ² "Skin on" at New York and Chicago. ³ Includes sides at Boston and Philadelphia.

true picture of their power plants. They are unaware what the losses are, what causes them, how to prevent them or what the cost-saving possibilities might be with modern equipment, combined with proper supervision and control. This is why THE NATIONAL PROVISIONER STEAM AND POWER SAVING SERVICE has urged persistently that packers lose no time in having surveys made of their boiler and engine rooms by competent consulting engineers.

NEWS OF THE RETAILERS

R. E. Barnes has entered the meat business in San Francisco, Calif., at 614 Irving st.

Harold and Bert Truax have purchased the Piggly Wiggly Meat Market, Seaside, Ore., from Bob Wright.

Dusell Bros. market and grocery, Manston, Wis., has been bought by Mr. and Mrs. Ken Pharo.



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*A full line of Fresh Pork • Beef • Veal
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Wilmington Provision Company

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*Slaughterers of Cattle, Hogs,
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U. S. GOVERNMENT INSPECTION

WILMINGTON

DELAWARE

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HUMAN SKILL**
combine to give
Superb Quality
in these imported
canned Hams

Try a Case Today

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CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS

Carcass Beef		Week ended	Cor. week,
		Mar. 11, 1939.	1938.
Prime native steers—			
400-600	20	@20 1/4	15 1/4 @16
600-800	20	@20 1/4	15 1/4 @16
800-1000	20	@21	15 1/2 @16
Good native steers—			
400-600	17	@17 1/4	13 3/4 @14 1/4
600-800	17	@17 1/4	13 3/4 @14 1/4
800-1000	17	@17 1/4	13 3/4 @14 1/4
Medium steers—			
400-600	14 1/2	@15	13 @13 1/4
600-800	14 1/2	@15	13 @13 1/4
800-1000	14 1/2	@15	13 @13 1/4
Heifers, good, 400-600	16	@17	13 @14
Cows, 400-600	12	@13 1/4	11 @12
Hind quarters, choice		@24	@21 1/4
Fore quarters, choice		@10 1/4	@11 1/4

Beef Cuts		unquoted	@35
Steer loins, prime			@25
Steer loins, No. 1			@25
Steer short loins, prime			@25
Steer short loins, No. 1			@25
Steer short loins, No. 2			@25
Steer loin ends (hips)			@25
Steer loin ends, No. 1			@25
Cow loins			@18
Cow short loins			@20
Cow loin ends (hips)			@17
Steer ribs, prime			@25
Steer ribs, No. 1			@25
Steer ribs, No. 2			@20
Cow ribs, No. 1			@15
Cow ribs, No. 2			@13 1/4
Steer rounds, prime			@15 1/2
Steer rounds, No. 1			@15 1/2
Steer rounds, No. 2			@14 1/4
Steer chuck, prime			@12 1/2
Steer chuck, No. 1			@12 1/2
Steer chuck, No. 2			@11 1/4
Cow rounds			@14
Cow chuck			@13
Steer plates			@11 1/4
Medium plates			@9
Briskets, No. 1			@15
Steer navel ends			@10
Cow navel ends			@9
Fore shanks			@10 1/4
Hind shanks			@7 1/2
Strip loins, No. 1, bbls.			@60
Strip loins, No. 2			@50
Sirloin butts, No. 1			@20
Sirloin butts, No. 2			@20
Beef tenderloins, No. 1			@55
Beef tenderloins, No. 2			@45
Rump butts			@15
Pork steaks			@13
Shoulder clods			@16 1/4
Hanging tenderloins			@17
Insides, green, 6@8 lbs.			@17 1/4
Outsides, green, 5@6 lbs.			@16 1/4
Knuckles, green, 5@6 lbs.			@17

Beef Products		@7	@10
Brains (per lb.)			@10
Hearts			@20
Tongues			@17
Sweetbreads			@15
Ox-tail, per lb.			@12
Fresh tripe, per lb.			@10
Fresh tripe, H. C.			@11 1/2
Livers			@20
Kidneys, per lb.			@10

Veal		@17	@15
Choice carcass			@14
Good carcass			@13
Good saddles			@13
Good racks			@14
Medium racks			@14

Veal Products		@11	@40
Brains, each			@42
Sweetbreads			
Calf livers			

Lamb		@18	@21
Choice lambs			@15
Medium lambs			@14
Choice saddles			@13
Medium saddles			@12
Choice fores			@11
Medium fores			@10
Lamb fries, per lb.			@16
Lamb tongues, per lb.			@20
Lamb kidneys, per lb.			@20

Mutton		@9	@12
Heavy sheep			@10
Light sheep			@12
Heavy saddles			@13
Light saddles			@6
Heavy fores			@7
Light fores			@14
Mutton legs			@10
Mutton loins			@5
Mutton stew			@12 1/2
Sheep tongues, per lb.			@10
Sheep heads, each			

Fresh Pork and Pork Products

Pork loins, 8@10 lbs. av.	@18	@21
Picnics	@14	@14
Skinned shoulders	@32	@34
Tenderloins	@13	@12 1/2
Spare ribs	@8	@10
Back fat	@17	@18
Boston butts		
Boneless butts, celar		
trim, 2@4	@20	@20
Hocks	@11	@10
Tails	@10	@11
Neck bones	@4	@5
Slip bones	@11	@12
Blade bones	@4	@4 1/2
Pigs' feet	@10	@9
Kidneys, per lb.	@8	@9
Livers	@9	@9
Brains	@4	@6
Ears	@5	@9
Snouts	@6 1/2	@7 1/2
Heads	@6 1/2	@7
Chitterlings		

DRY SALT MEATS

Clear bellies, 14@16 lbs.	@10 1/4 n
Clear bellies, 18@20 lbs.	@9 1/4
Rib bellies, 25@30 lbs.	@9 1/4
Fat backs, 10@12 lbs.	@5 1/4
Fat backs, 14@16 lbs.	@6 1/4
Regular plates	@7 1/4
Jowl butts	@6 1/4

WHOLESALE SMOKED MEATS

Fancy reg. hams, 14@16 lbs., parchment paper	@21	@22
Fancy skd. hams, 14@16 lbs., parchment paper	@22 1/2	@23
Standard reg. hams, 14@16 lbs., plain	@20	@21 1/4
Picnics, 4@8 lbs., short shank, plain	@15 1/4	@17
Picnics, 4@8 lbs., long shank, plain	@14 1/4	@15 1/4
Fancy bacon, 6@8 lbs., parchment paper	@22 1/2	@23 1/2
Standard bacon, 6@8 lbs., plain	@19 1/2	@20 1/2
No. 1 beef sets, smoked		
Insides, 8@12 lbs.	@35	@36
Outsides, 5@9 lbs.	@33 1/2	@34 1/2
Knuckles, 5@9 lbs.	@32	@33
Cooked hams, choice, skin on, fattened		@35
Cooked hams, choice, skinless, fattened		@36
Cooked picnics, skin on, fattened		@27 1/4
Cooked picnics, skinned, fattened		@28 1/4

BARRELED PORK AND BEEF

Clear fat back pork:		
70-80 pieces	\$12.75	
80-100 pieces	12.50	
100-125 pieces	12.25	
Beef pork	17.00	
Brisket pork	23.00	
Clear plate pork, 25-35 pieces	23.00	
Plate beef	23.00	
Extra plate beef	24.00	

VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.	\$16.50
Lamb tongue, short cut, 200-lb. bbl.	65.00
Regular tripe, 200-lb. bbl.	16.00
Honeycomb tripe, 200-lb. bbl.	25.00
Pocket honeycomb tripe, 200-lb. bbl.	26.00

SAUSAGE MATERIALS

(Packed basis.)		
Regular pork trimmings	8	@8 1/4
Special lean pork trimmings 85%		@15 1/4
Extra lean pork trimmings 95%		@17 1/4
Pork cheek meat (trimmed)		@11 1/2
Pork hearts		@8 1/4
Pork livers	8	@8 1/4
Native boneless bull meat (heavy)	14 1/4	@14 1/4
Shank meat		@13 1/4
Boneless chucks		@14
Beef trimmings		@11
Beef cheeks (trimmed)		@10 1/4
Dressed canners, 350 lbs. and up	10 1/4	@10 1/4
Dressed cutter cows, 400 lbs. and up	10 1/4	@11
Dr. bologna bulls, 600 lbs. and up	11	@11 1/4
Pork tongues, canner trim, 8 P.		@12 1/4

DOMESTIC SAUSAGE

(Quotations cover fancy grades.)		
Pork sausage, in 1-lb. carton	@23 1/4	
Country style sausage, fresh in link	@17 1/4	
Country style sausage, fresh in bulk	@15 1/4	
Country style sausage, smoked	@20 1/4	
Frankfurters, in sheep casings	@23 1/4	
Frankfurters, in hog casings	@20 1/4	
Bologna in beef middles, choice	@17	
Bologna in beef rounds, choice	@17	
Liver sausage in hog bungs	@17	
Smoked liver sausage in hog bungs	@17 1/4	
Head cheese	@15 1/4	
New England luncheon specialty	@24	
Mixed luncheon specialty, choice	@19	
Tongue sausage	@none	
Blood sausage	@18	
Souse	@17	
Pollab sausage	@22 1/4	

DRY SAUSAGE

Cervelat, choice, in hog bungs	@40
Thuringer cervelat	@21 1/4
Farmer	@29 1/4
Holsteiner	@29 1/4
B. C. salami, choice	@35
Milano, salami, choice in hog bungs	@36
B. C. salami, new condition	@21 1/4
Frissas, choice, in hog middles	@35
Genoa style salami, choice	@42
Pepperoni	@33
Mortadella, new condition	@23
Capicola	@45
Italian style hams	@35
Virginia hams	@38

LARD

Prime steam, cash, Bd. Trade	@ 6.50m
Prime steam, loose, Bd. Trade	@ 5.95
Refined lard, tierces, f.o.b. Chgo.	@ 8.12 1/2
Kettle rend. tierces, f.o.b. Chgo.	@ 9.05
Leaf, kettle rendered, tierces, f.o.b. Chicago	@ 9.55
Neutral, tierces, f.o.b. Chicago	@ 9.85
Shortening, tierces, c.a.f.	@ 9.50

OLEO OIL AND STEARINE

Extra oleo oil (in tierces)	@ 7 1/4
Prime No. 2 oleo oil	@ 7 1/4
Prime oleo stearine	@ 9 1/4

TALLOW AND GREASES

(Loose, basis Chicago.)

Edible tallow, 1% acid	@ 5 1/4
Prime packers tallow, 3-4% acid	5 1/4 @ 5 1/4
Special tallow	@ 5 1/4
No. 1 tallow, 10% f.f.a.	@ 5 1/4
Choice white grease, all hog	@ 5 1/4
A-White grease, 4% acid	@ 5 1/4
B-White grease, maximum 5% acid	@ 5 1/4
Yellow grease, 16-20 f.f.a.	@ 4 1/4
Brown grease, 25 f.f.a.	4 1/4 @ 4 1/4

ANIMAL OILS

	Per lb.
Prime edible lard oil	9 1/4
Prime burning oil	9 1/4
Prime lard oil—inedible	9
Extra W. S. lard oil	8 1/4
Extra lard oil	8 1/4
Extra No. 1 lard oil	8 1/4
Spec. No. 1 lard oil	8 1/4
No. 1 lard oil	8 1/4
No. 2 lard oil	8
Acidless tallow oil	8
20° C. T. neatfoot oil	14 1/4
Pure neatfoot oil	11
Prime neatfoot oil	8 1/4
Extra neatfoot oil	8 1/4
No. 1 neatfoot oil	8 1/4

VEGETABLE OILS

Crude cottonseed oil, in tanks, f.o.b.		
Valley points, prompt	5 1/4 @ 5 1/4	
White deodorized, in bbls., f.o.b. Chgo.	8 1/4 @ 8 1/4	
Yellow, deodorized	8 1/4 @ 8 1/4	
Soap stock, 50% f.f.a., f.o.b. mills	1 1/4 @ 1 1/4	
Soybean oil, f.o.b. mills	4 1/4 @ 5	
Corn oil, in tanks, f.o.b. mills	6	
Cocnut oil, sellers' tanks, f.o.b. const.	2 1/4 @ 3	
Refined in bbls., f.o.b. Chicago	8	

OLEOMARGARINE

F. O. B. Chicago.

White domestic vegetable margarine...	@14 1/4
White animal fat margarine, in 1 lb. cartons	@14
Water churned pastry	@10 1/4
Milk churned pastry	@11 1/4
White nut margarine	@ 8 1/4

(Continued on page 55.)

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POLISH HAM
 STEADY DEMAND
 FINER FLAVOR
 GREATER ECONOMY
 Exclusively Imported by
J.S. HOFFMAN
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 Chicago, Ill. New York, N. Y.



Chicago Markets

(Continued from page 53.)

CURING MATERIALS

	Cwt.
Nitrate of soda (Chgo. w'hee stock):	
In 425-lb. bbls., delivered.....	\$ 8.75
Saltwater, less than ton lots:	
Dbl. refined granulated.....	0.90
Small crystals.....	7.90
Medium crystals.....	8.25
Large crystals.....	8.65
Dbl. rfd. gran. nitrate of soda.....	3.75
Salt, per ton, in minimum car of 90,000 lbs.	
only, f.o.b. Chicago, per ton:	
Granulated.....	7.20
Medium, dried.....	10.20
Rock.....	6.80
Sugar—	
Raw, 96 basis, f.o.b. New Orleans....	@2.81
Second sugar, 90 basis.....	None
Standard gran., f.o.b. refiners (2%)..	@4.40
Packers' curing sugar, 100 lb. bags,	
f.o.b. Reserve, La., less 2%.....	@4.00
Packers' curing sugar, 250 lb. bags,	
f.o.b. Reserve, La., less 2%.....	@3.90
Dextrose, in car lots, per cwt. (in cotton	
bags).....	@3.54
In paper bags.....	@3.49

SAUSAGE CASINGS

(F. O. B. Chicago.)

(Prices quoted to manufacturers of sausage.)

Beef casings:	
Domestic rounds, 180 pack.....	@1.16
Domestic rounds, 140 pack.....	@1.29
Export rounds, wide.....	@1.40
Export rounds, medium.....	@1.25
Export rounds, narrow.....	@1.38
No. 1 weasands.....	@1.05
No. 2 weasands.....	@1.08
No. 1 bungs.....	@1.13
No. 2 bungs.....	@1.09
Middles, regular.....	@1.28
Middles, select, wide, 2 1/2 in.....	@1.35
Middles, select, extra wide, 2 1/2 in.	
and over.....	@1.65
Dried bladders:	
12-15 in. wide, flat.....	.65
10-12 in. wide, flat.....	.50
8-10 in. wide, flat.....	.35
6-8 in. wide, flat.....	.25
Hog casings:	
Narrow, per 100 yds.....	2.10
Narrow, special, per 100 yds.....	1.95
Medium, regular.....	1.35
English, medium.....	1.15
Wide, per 100 yds.....	1.05
Extra wide, per 100 yds.....	.75
Export bungs.....	.31
Large prime bungs.....	.15
Medium prime bungs.....	.09
Small prime bungs.....	.05
Middles, per set.....	.17
Stomachs.....	.09

SPICES

(Basis Chicago, original bbls., bags or bales.)

	Whole.	Ground.
	Per lb.	Per lb.
Allspice, Prime.....	16	17 1/2
Refined.....	16 1/2	18 1/2
Chili Pepper.....	19	19 1/2
Chili Powder.....	19	19 1/2
Cloves, Amboyas.....	28	32
Madagascar.....	18	21
Zanzibar.....	20	23
Ginger, Jamaica.....	14	15 1/2
African.....	7 1/2	9 1/2
Mace, Fancy Banda.....	60	65
East India.....	53	58
E. I. & W. I. Blend.....	54	54
Mustard Flour, Fancy.....	15	22 1/2
No. 1.....	15	25
Nutmeg, Fancy Banda.....	21	21
East India.....	21	21
E. I. & W. I. Blend.....	16 1/2	16 1/2
Paprika, Extra Fancy.....	40	40
Peppina Sweet Red Pepper.....	28 1/2	28 1/2
Pimlico (220-lb. bbls.).....	27 1/2	27 1/2
Pepper, Cayenne.....	26	26
Red Pepper, No. 1.....	10	10
Black.....	9 1/2	10 1/2
Black Lampong.....	8	7 1/2
Black Tellicherry.....	10	11
White Java Muntok.....	9 1/2	11 1/2
White Singapore.....	9	12
White Packers.....	9	10 1/2

SEEDS AND HERBS

	Whole.	Ground.
		for Sausage.
Caraway Seed.....	9 1/2	11 1/2
Celery Seed, French.....	17	20
Cominos Seed.....	11 1/2	14
Coriander Morocco Bleached.....	8 1/2	8 1/2
Coriander Morocco Natural No. 1.....	6 1/2	8 1/2
Mustard Seed, Dutch Yellow.....	9 1/2	12 1/2
American.....	7 1/2	10 1/2
Marjoram, French.....	19	22
Oregano.....	13 1/2	16
Sage, Dalmatian, Fancy.....	8 1/2	10 1/2
Dalmatian No. 1.....	7 1/2	9 1/2

NEW YORK MARKET PRICES

LIVE CATTLE

Steers, good and choice, 1000-1500-lbs.	\$10.50@11.50
Steers, medium, 970-lb.....	@ 9.25
Cows, medium.....	5.70@ 6.50
Cows, common.....	5.00@ 5.50
Bulls, medium.....	7.00@ 7.25

LIVE CALVES

Vealers, good and choice.....	\$10.50@13.50
Vealers, medium.....	8.00@ 9.00
Vealers, common.....	6.00@ 6.50

LIVE HOGS

Hogs, good to choice, 193-lb.....	\$ @ 8.25
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LIVE LAMBS

Lambs, medium, 68-lb.....	\$ @ 9.25
Ewes, good.....	@ 4.00

DRESSED BEEF

City Dressed.

Choice, native, heavy.....	22	@23
Choice, native, light.....	21	@22
Native, common to fair.....	18	@20

Western Dressed Beef.

Native steers, 600@800 lbs.....	19	@22
Native choice yearlings, 440@600 lbs.....	19	@20
Good to choice heifers.....	17	@18
Good to choice cows.....	15	@16
Common to fair cows.....	13	@14
Fresh bologna bulls.....	12 1/2	@13 1/2

BEEF CUTS

	Western	City.
No. 1 ribs.....	25	@27
No. 2 ribs.....	22	@24
No. 3 ribs.....	19	@21
No. 1 loins.....	40	@48
No. 2 loins.....	30	@40
No. 3 loins.....	24	@25
No. 1 hinds and ribs.....	22 1/2	@24
No. 2 hinds and ribs.....	20	@22
No. 1 rounds.....	17	@17
No. 2 rounds.....	16	@16
No. 3 rounds.....	15	@15
No. 1 chucks.....	17	@17
No. 2 chucks.....	16	@16
No. 3 chucks.....	15	@15
City dressed bolognas.....	13	@14
Rolls, reg. 6@8 lbs. av.....	23	@25
Rolls, reg. 4@6 lbs. av.....	18	@20
Tenderloins, 4@6 lbs. av.....	50	@60
Tenderloins, 5@6 lbs. av.....	50	@60
Shoulder clods.....	16	@18

DRESSED VEAL

Good.....	16	@17
Medium.....	15	@16
Common.....	14	@15

DRESSED SHEEP AND LAMBS

Spring lambs, good.....	18	@19
Spring lambs, good to medium.....	17	@18
Spring lambs, medium.....	16	@17
Sheep, good.....	14 1/2	@15 1/2
Sheep, medium.....	8	@9 1/2

DRESSED HOGS

Hogs, good and choice (90-140 lbs.,	
head on; leaf fat in).....	\$13.00@14.00

FRESH PORK CUTS

Pork loins, fresh, Western, 10@12 lbs.....	17 1/2	@18 1/2
Shoulders, Western, 10@12 lbs. av.....	14	@15
Butts, regular, Western.....	16 1/2	@17 1/2
Hams, Western, fresh, 10@12 lbs. av.....	19	@20
Picnics, West., fresh, 6@8 lbs. av.....	13 1/2	@14 1/2
Pork trimmings, extra lean.....	19 1/2	@20
Pork trimmings, regular 50% lean.....	10	@11
Spare ribs.....	12 1/2	@13 1/2

COOKED HAMS

Cooked hams, choice, skin on, fattened.....	@38
Cooked hams, choice, skinless, fattened.....	@39

SMOKED MEATS

Regular hams, 8@10 lbs. av.....	24 1/2	@25
Regular hams, 10@12 lbs. av.....	24	@25
Regular hams, 12@14 lbs. av.....	23	@24
Skinned hams, 10@12 lbs. av.....	24 1/2	@25
Skinned hams, 12@14 lbs. av.....	24	@25
Skinned hams, 16@18 lbs. av.....	23	@24
Skinned hams, 18@20 lbs. av.....	22	@23
Picnics, 4@6 lbs. av.....	17 1/2	@18
Picnics, 6@8 lbs. av.....	16 1/2	@17
City pickled bellies, 8@12 lbs. av.....	21	@22
Bacon, boneless, Western.....	24	@25
Bacon, boneless, city.....	23	@24
Rollettes, 8@10 lbs. av.....	21	@22
Beef tongue, light.....	@23	
Beef tongue, heavy.....	@24	

FANCY MEATS

Fresh steer tongues, untrimmed.....	16c a pound
Fresh steer tongues, 1 c. trimmed.....	28c a pound
Sweetbreads, beef.....	70c a pair
Sweetbreads, veal.....	12c a pound
Mutton kidneys.....	4c each
Livers, beef.....	25c a pound
Oxtails.....	14c a pound
Beef hanging tenders.....	30c a pound
Lamb fries.....	12c a pair

BUTCHERS' FAT

Shop Fat.....	\$1.50 per cwt.
Breast Fat.....	2.25 per cwt.
Edible Suet.....	3.25 per cwt.
Inedible Suet.....	2.75 per cwt.

GREEN CALFSKINS

	5-9	10-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 veals.....	15	2.10	2.25	2.80	2.45
Prime No. 2 veals.....	14	1.90	2.05	2.10	2.15
Buttermilk No. 1.....	12	1.80	1.95	2.00	....
Buttermilk No. 2.....	11	1.65	1.80	1.85	....
Branded gruby.....	7	.80	1.00	1.05	1.10
Number 3.....	7	.80	1.00	1.05	1.10

BONES AND HOOF

	Per ton
Round shins, heavy.....	\$52.50
light.....	55.00
Flat shins, heavy.....	52.50
light.....	47.50
Hoofs, white.....	75.00
black and white striped.....	40.00

PRODUCE MARKETS

BUTTER.

	Chicago.	New York.
Creamery (92 score).....	@21 1/2	22 @22 1/2
Creamery (90-91 score).....	@21 1/2	@22
Creamery firsts (88-89).....	@21 1/2	21 1/2 @21 1/2

EGGS.

Extra firsts.....	17 @17 1/2	....
Firsts, fresh.....	16 1/2 @17 1/2	@17 1/2
Standards.....	16 1/2 @17 1/2	@18 1/2

LIVE POULTRY.

Fowls.....	9 @17 1/2	16 @19
Springs.....	20 @23	15 @19
Fryers.....	19 @21 1/2	....
Broilers.....	15 @20	17 @20
Capon.....	18 @23	....
Stags.....	16 @16	....
Old Roosters.....	12 @13	@15
Ducks.....	12 @17 1/2	@14
Geese.....	10 @13	@14
Turkeys.....	16 @21	27 @32

DRESSED POULTRY.

Chickens, 17-24, frozen.....	22 @23 1/2	22 @24
Chickens, 25-47, frozen.....	20 1/2 @22	18 1/2 @21 1/2
Chickens, 48 up, frozen.....	22 1/2 @24 1/2	23 @25 1/2
Fowls, 31-47, frozen.....	18 @19 1/2	18 1/2 @20
48-59, frozen.....	20 1/2 @21 1/2	21 @22
60 and up, frozen.....	20 1/2 @22 1/2	20 1/2 @23
Turkeys, Northwestern,		
frozen.....	@29 1/2	@29 1/2
Young hens, boxes,		
frozen.....	@29 1/2	@31

BUTTER AT FIVE MARKETS

Wholesale prices 92 score March 4 to 10:

	4.	6.	7.	8.	9.	10.
Chicago.....	25 1/2	25 1/2	25 1/2	25 1/2	25 1/2	25 1/2
New York.....	26 1/2	26 1/2	26 1/2	26 1/2	25	23 1/2
Boston.....	Not	26 1/2	26 1/2	26 1/2	25 1/2	23 1/2
Philadelphia.....	quoted	26 1/2	26 1/2	26 1/2	26 1/2	23 1/2
San Francisco.....	28	28	28	28	28	....

Wholesale prices carlots—fresh centralized—60

	House	Track
score at Chicago:	25 1/2	25 1/2
House.....	25 1/2	25 1/2
Track.....	25 1/2	25 1/2

Receipts of butter by cities (lb.—Gross Wt.):

	This week.	Last week.	Since January 1—1939.	Since January 1—1938.
Chgo.	3,229,420	3,157,237	46,153,964	36,252,580
New York.....	3,540,290	3,855,509	48,288,143	46,895,523
Boston.....	1,245,539	865,295	15,944,219	14,868,743
Phila.	1,096,258	1,184,427	13,080,685	13,759,749

Total, 9,114,607 9,062,468 121,467,011 111,774,595

Cold storage movement (lbs.—net wt.):

	In	Out	On hand	Same day
Mar. 9.....	127,278	42,269,352	6,427,579	....
Chicago.....	95,551	180,237	36,167,068	1,502,583
New York.....	51,126	1,370,153	1,999,357	....
Boston.....	4,550	4,932	186,611	480,107
Phila. ....	....	....	....	....
Total.....	100,101	343,573	79,943,174	8,539,686

CLASSIFIED ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

Men Wanted

Pork Operations Supervisor

Meat packer has opening in supervisory capacity for man with considerable plant experience, especially in pork operations. State age, experience, and references. W-508, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Salesmen

Wanted by established manufacturer, sober, industrious salesman, experienced in selling equipment to packers and sausage manufacturers on commission. Must be thoroughly acquainted with meat industry and have own car so he can carry samples. Can be handled alone or as sideline to other non-competitive product. Apply in writing, giving age, experience, where employed last 5 years. If satisfactory, will arrange for interview. Men will be needed for territories all over the states. W-513, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Position Wanted

Superintendent or Manager

wants connection with independent plant where results will be appreciated and where I will be given a free hand to accomplish same. Years of experience in both large and small plants has fitted me to be of tremendous help to a packing plant needing the services of a well-qualified manager. Best references as to ability and qualifications. W-517, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Superintendent

with 20 years' practical experience, both large and small plants. Thoroughly experienced all departments: Sausage manufacturing, curing cellars, old and new cure for hams, all beef and pork operations, smoked meats, hog cutting, tank house, lard rendering. Now employed, good reasons for changing. Excellent references from past and present employers. W-465, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Plant Manager

Capable of taking complete charge. Have taken run-down plants and put them on paying basis. Have experience with large and small plants, handling buying, selling and credits in addition to plant operations. Excellent references from past and present employers. Available now. W-506, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Car Route Line Wanted

Wanted by first class salesman, now employed, good complete line on straight commission car route basis for Atlanta, Ga. Well acquainted with that trade and can get results from the start. Twenty-seven years' experience as full line and specialty salesman. Would also consider offer as canned meat specialty salesman. Many years' experience doing this work in all of the southern states. Past record will bear inspection. W-515, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Business Opportunities

Slaughter House

For sale, slaughter house and pudding kitchen, brick building, smoke houses, five coolers, our own water outfit, all kinds of machinery including two ice machines. Capacity 16,000 pounds weekly. Always made money. Owner wishes to retire. Will sell at right price. If interested, communicate with H. G. Douthett Provision Co., New Brighton, Pa.

Modern Packinghouse

For sale, modern packinghouse, fully equipped. Good location. U. S. Inspection. Price right. Anton Stolle & Sons, Richmond, Ind.

Sausage Factory

For sale, old, established sausage factory about 20 miles from Chicago. Perfect condition. FS-512, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Miscellaneous

Partnership Wanted

in active concern engaged in general packing business. Prefer medium sized government inspected plant. Have had over 20 years' experience in industry. Thoroughly familiar with every detail of plant operation. At present engaged with successful packer in operation and sales. Write particulars. W-514, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Buffalo for Sale

We have some calves, one, two and three year old Buffalo, that are on grain feed, for sale, alive or dressed. Also heads and hides for sale. Write for prices. Sterling Packing & Provision Co., Sterling, Colorado.

Equipment for Sale

Reconstructed Machinery

- One 500-lb. "BUFFALO" Self-Emptying Silent Cutter
- One 250-lb. "BUFFALO" Self-Emptying Silent Cutter
- One No. 43-B "BUFFALO" Silent Cutter
- 1500-lb. "BUFFALO" Mixer
- 1000-lb. "BUFFALO" Mixer
- 66-B "BUFFALO" Grinder
- 400-lb. Stuffer

All thoroughly overhauled, guaranteed like new. FS-498, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

READ THIS PAGE FOR OPPORTUNITIES

Equipment for Sale

Bone Crusher

For sale, one new bone crusher same as Mechanical Mfg. Co. No. 11 or Albright-Nell No. 638 at considerable saving. FS-516, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

The Bunn Tying Machine

is used very generally by packers for tying sausage boxes, bacon squares, picnics, butts, etc. Ties 20-30 packages per minute. Saves twine. Write for our 10-day free trial offer. B. H. Bunn Co., 7600 Vincennes Ave., Chicago, Ill.

Renderers, Packers—Attention!

Liquidating: 5—Degreasing percolators and condensers; 2—Morrison 5'x10' rendering or digestion kettles; 1—Hammermill or hasher; 1—Meat scrap drag conveyor; stokers, pumps, miscellaneous items. Send for list—Inspect. Consolidated Products Co., Box 217, Belleville, Mich.

Guaranteed Good Rebuilt Equip.

2—500-ton Hydraulic Curb Presses; 2—Meat Mixers; Sausage Stuffers; Silent Cutters; Grinders; 1—Albright-Nell 2½'x5' Jacketed Cooker; 3—Anderson No. 1 Oil Expellers with 15 H.P. AC motors; Bone Crushers; Dopp Scrapple Kettles; 2—4'x9' Mechanical Mfg. Co. Lard Rolls; 2—Jay-Bee Hammer Mills, No. 2, No. 3 for Cracklings; 1—No. 1 CV M.A.M. Hog; 3—Bartlett & Snow Jacketed Rendering Kettles, 6' and 10' dia.; Meat choppers.

Send for Consolidated News listing hundreds of other values in: Cutters; Melters; Rendering Tanks; Kettles; Grinders; Cookers; Hydraulic Presses; Pumps; etc. We buy and sell from a single item to a complete plant.

CONSOLIDATED PRODUCTS CO., INC.

14-19 Park Row, New York City

Smoke House and Lard Press

For sale, Iron Smoke House, 10 ft. 1 in. high, 7 ft. long, 4 ft. 8 in. wide. Suitable for gas firing. \$195 f.o.b. Wilmington. One year to pay.

Belt-Driven Lard Press, 8 ft. 4 in. high, 5 ft. wide, 38-in. curb. Price, \$450 f.o.b. Wilmington. Ship on approval, year to pay.

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Wilmington, Delaware

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IN THIS ISSUE OF THE NATIONAL PROVISIONER

The companies listed here that make equipment improve its efficiency at least 5% a year. The net gain offered you is 50% in five years because even with the best of care your present equipment depreciates about 5% a year. The makers of supplies are constantly improving them and devising new

applications which make for an equal operating and sales improvement. Those that furnish services employ the newest equipment and latest methods, enabling them to quote you rates offering similar advantages. You will find it well worth while to watch these firms' advertising.



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YOU CAN GET YOUR ANCO BACON PRESS!

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You can buy Circle U Dry Sausage with confidence. We specialize in catering to meat packers and jobbers.



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**FOR BETTER DRY SAUSAGE PROFITS AND
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When you add the Circle U Line of Dry Sausage to your regular products, you provide not only opportunities for profit, but an opportunity to do a better selling job on your regular line by concentrating purchases.

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